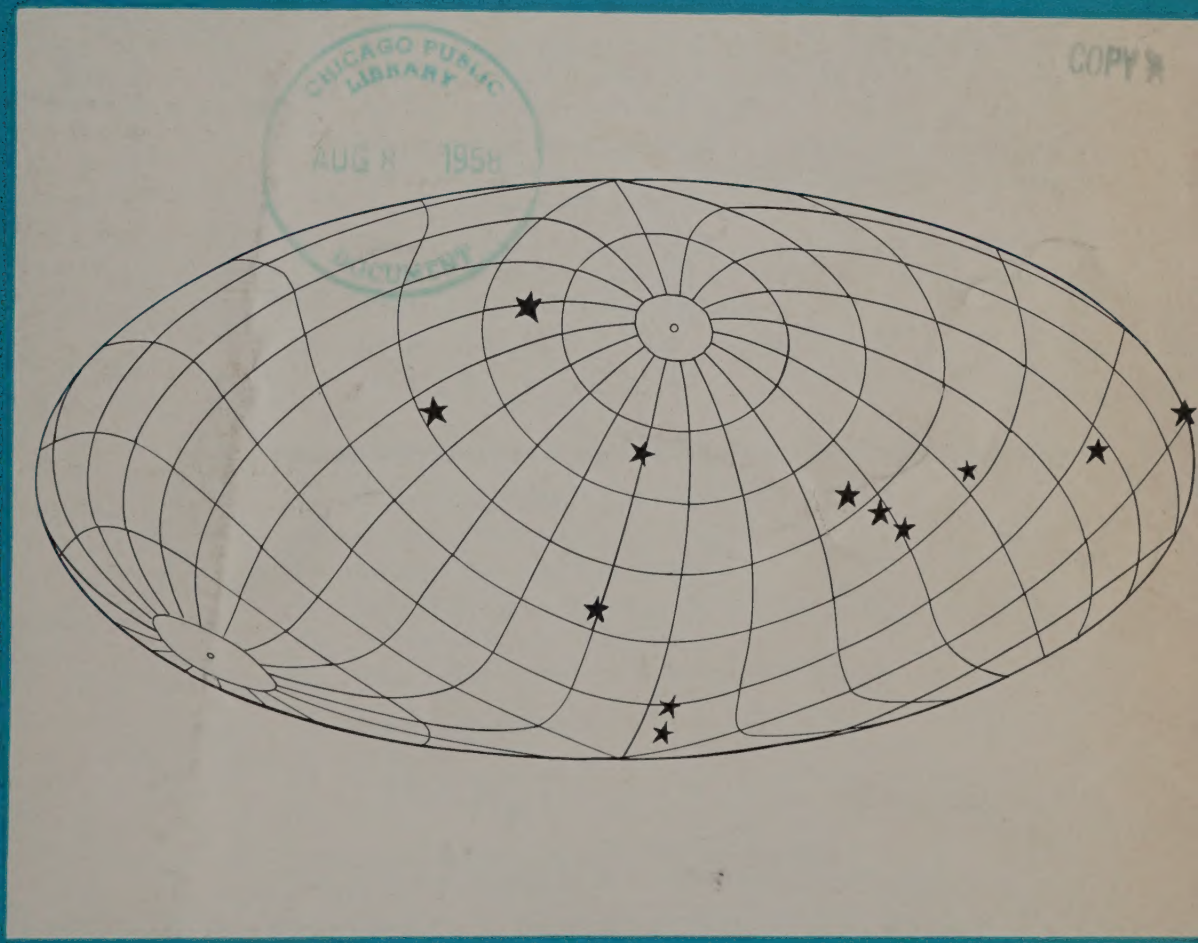
JULY 19, 1958

foreign trade

NADA



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THE COMMONWEALTH AT WORK (pages 2-6)

Established in 1904

foreign trade

OTTAWA, JULY 19, 1958 Vol. 110, No. 2

cover The drawing on our cover introduces our new series of articles, "The Commonwealth at Work" which will run until mid-September. The stars represent the approximate positions of the ten Commonwealth countries that will send delegations to the Commonwealth Conference in Montreal. The geographically minded will be interested to know that the hemisphere is drawn according to Aitoff's Projection: the meridians are plotted at twice their horizontal distance from the centre line and are then numbered with twice their previous longitude values.

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4 Britain's Trade with the Commonwealth . . . *a look at some prewar and postwar figures leads to interesting conclusions on Commonwealth trade trends.*

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16 Cuba Achieves Record Trade . . . *with sugar and other sales up in 1957 and with soaring purchases of equipment and raw materials for new Cuban industries.*

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CANADA

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editorial

A Look at Things to Come

Early in the spring we laid our plans for a number of special features for Foreign Trade *throughout the summer and fall. The first of these, broad in scope and general in interest, begins in this issue. We have christened it "The Commonwealth at Work" and it looks forward to the full-dress Commonwealth Trade and Economic Conference to be held in Montreal in mid-September.*

Each issue of Foreign Trade *up to the time the Conference opens will carry brief factual reports on the trade of each of the major participants with the other Commonwealth countries. Accompanying these, the reader will find articles on trade relations within the Commonwealth, on current licensing arrangements in Commonwealth countries, and on existing organizations for Commonwealth co-operation... We hope that these articles will provide background information helpful in following the newspaper reports of the discussions and conclusions of the Conference itself.*

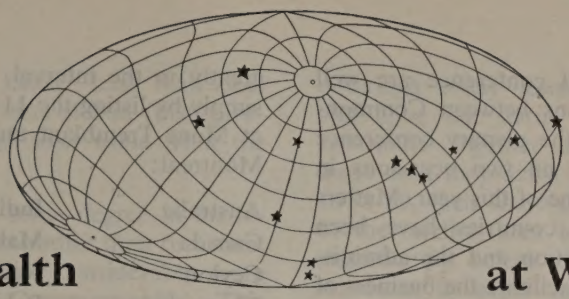
Who thinks about Christmas trees in midsummer? We do—and so do the Canadian producers, who start to arrange contracts by the end of August. That is why we are devoting part of our last issue in August to a study of the lucrative market for Canadian Christmas trees in the United States—and to the smaller but growing demand in the Caribbean area.

Another series, months in the making, will analyze the opportunities abroad for Canadian-made pharmaceutical raw materials. August will bring a review of these markets in Latin America and in succeeding issues we shall cover other areas.

Late September will see the spotlight turned not on a group of products but on a country—Mexico. The Canadian Trade Commissioner and his staff in Mexico City are already working on articles that will answer most of the Canadian exporter's questions about this expanding country and its trade potential.

We hope that our readers will find these special features useful, broadening their acquaintance with foreign markets and directing their attention to unexploited opportunities.

—The Editor.



The Coming Commonwealth Conference

For the second time within a generation, a Commonwealth Trade and Economic Conference will convene in Canada in September. Here is a look at the conference background and at preliminary plans for it.

. R. DOWNS, *International Trade Relations Branch.*

CANADIANS have heard of various aspects of the orthcoming Commonwealth Conference ever since it as first proposed by Prime Minister Diefenbaker t the conference of Commonwealth Prime Ministers n London at the end of June 1957. Here is a brief ackground sketch of relevant events since that time.

. major step forward was taken at the Mont Tremlant meeting of Commonwealth Finance Ministers last eptember, the first such meeting on Canadian soil. he Ministers there assembled agreed that a Trade nd Economic Conference should be held in 1958. his conclusion has since been confirmed by the overnments concerned and it has been agreed that ie Conference will be held in Montreal from Sepmber 15 to 26.

opics to Be Discussed

he Mont Tremblant Conference announced agreed onclusions under three main headings: the pound erling, European economic integration, and the Comonwealth Trade and Economic Conference. Under the latter heading, the Ministers considered the time most opportune to assess new problems and new opportunities resulting from the changing pattern in trade, production and development throughout the world, with particular reference to:

(*a*) The significance for Commonwealth countries of changes taking place in world trade.

(*b*) Measures to expand trade between Commonwealth countries.

(*c*) Progress toward the common objective of freer trade and payments.

(*d*) The progress and direction of economic expansion in the less developed countries of the Commonwealth and the sources of capital and technical assistance that may aid in their further development.

(*e*) Economic and trade problems in agriculture and other primary production.

(*f*) The prospects and implications, especially for Commonwealth countries, of the European Economic Community and the proposed Free Trade Area.

(*g*) Arrangements for continuing Commonwealth consultations on economic matters.

The Canadian Minister of Trade and Commerce indicated in the House of Commons on May 22 that the foregoing items constitute the principal topics for consideration by the Commonwealth Conference.

The attendance at Mont Tremblant of newer members —and notably the two newest of the independent countries, Ghana and Malaya—provided a reminder of the great changes wrought in the Commonwealth in the recent past and of the ongoing process of change and development. The Commonwealth includes a number of prominent trading nations, such as the United Kingdom, Canada, Australia and India. The trade relations of individual members are global in scope, for Commonwealth countries buy and sell in virtually every part of the world. In 1957, they together accounted for about 27 per cent of world exports of merchandise, and for about 29 per cent of world imports. An even larger proportion of world trade is financed in sterling: estimates range from 40 to 50 per cent.

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Arrangements for the Montreal conference are well advanced. Detailed consultations between Commonwealth officials, preparatory to the plenary conference in Montreal, have taken place on two occasions in London—in February and in June of this year. Matters of interest to Commonwealth countries have been raised for government consideration and the administrative arrangements needed to facilitate the business of a high-level conference have been put in train. The conference will take place in the Queen Elizabeth Hotel, Montreal, and is expected to last until September 26.

On June 17, the Minister of Finance reported to the Canadian Parliament on the preparations being made for the Conference. In the course of his statement, he indicated that the development of closer trade and economic links with Commonwealth countries holds a central place in the Government's external economic policy.

The Montreal meeting is now only two months away. For the second time within a generation, a full-scale Commonwealth Conference is to convene in Canada. The world and the Commonwealth have changed greatly in the interval. This point can be illustrated simply by listing the 11 countries that were represented at Mont Tremblant and that will have delegations at Montreal:

Australia	India	Rhodesia and
Canada	Malaya	Nyasaland
Ceylon	New Zealand	South Africa
Ghana	Pakistan	United Kingdom

Representatives are expected to be present not only from the independent Commonwealth countries but also from countries progressing towards independence, such as the Federation of the West Indies. This in itself is a reflection of the future.

Other articles in this series will deal with the trade of individual Commonwealth countries. It is worth emphasizing that last year Canada conducted some $1.7 billion worth of merchandise trade with Commonwealth countries, about 16.5 per cent of our total trade. And, as markets for certain Canadian commodities, the Commonwealth countries are even more important than this percentage indicates.

Britain's Trade with the Commonwealth

Postwar years have seen the United Kingdom's dependence on Commonwealth markets increase, though its pattern of trade with various members has altered as circumstances have changed.

W. GIBSON-SMITH, *Commercial Secretary, London.*

LAST year the United Kingdom obtained 43 per cent of its imports from the Commonwealth countries (including the colonial territories) and sold 46 per cent of its exports to these countries. This simple statement in itself illustrates the importance of the trading relationship between Britain and her fellow Commonwealth members. This mutual dependence is greater than it was before the war: in the three years 1936 to 1938, Britain bought only 36 per cent of her imports from the Commonwealth and sold a slightly smaller share of her exports to these markets.

A Look at Imports

An analysis of the 43 per cent of imports drawn from the Commonwealth discloses some interesting facts. Agricultural products and basic materials predominate in this trade, but this is not surprising because the rest of the Commonwealth has only a limited export potential in this line. Some important commodities come to the United Kingdom almost entirely from the Commonwealth—wool, oilseeds, oil nuts and kernels, coffee, tea, cocoa and spices are all good examples.

In manufactured goods it is a different story: the Commonwealth supplied less than one-third of Britain's requirements last year and the proportion has declined steadily since 1953. Canada, the most highly industrialized of the Commonwealth countries next to Britain itself, could no doubt have shipped much larger quantities of manufactured goods but for import restrictions in the British market. As the only Commonwealth country in the dollar area, Canada has felt the impact of the sterling area's persistent dollar shortage and the restrictions on non-essential dollar imports that are the result.

Machinery of all kinds, including electric, ranks very low among the U.K.'s purchases from the Commonwealth. Altogether, Britain bought abroad machinery valued at £152 million in 1957, but less than 6 per cent of this came from the Commonwealth. The same

nolds true for vehicles of all kinds. Less than one-enth of British import requirements of iron (disregard-ng ores and concentrates) and steel came from the Commonwealth.

The same situation prevails to some degree in manu-factured wood and wood products other than furniture; Finland and Sweden each supplied considerably more han the whole of the overseas Commonwealth. This :ategory, of course, does not include paper, paperboard, ind manufactures of these; here the Commonwealth, :hiefly Canada, supplied 36 per cent of all imports. As for chemicals, Commonwealth countries were the source of only 15 per cent of total imports.

Since 1952, and despite the fact that imports of most of our manufactured goods have been held down to "token" quantities, Canada has ranked as Britain's lead-ng Commonwealth supplier. Australia was once far n the lead but last year shipped only three-quarters as nuch as Canada. Next came New Zealand and India.

. . And at Exports

When one turns to exports, one discovers that the Com-nonwealth is a vital market for Britain, taking 46 per ent of her exports last year, slightly more than before he war. As a buyer of British goods, Australia comes irst among the Commonwealth countries, with Canada lose behind. If recent trends persist, in fact, Canada vill soon be in first place. British exporters are direct-ng more and more attention to the Canadian market nd this effort shows in the trading figures.

More than four-fifths of the United Kingdom's exports o the Commonwealth consist of manufactured goods; he remainder is made up largely of food, beverages nd tobacco, basic materials (principally wool), and nineral fuels and lubricants. Of the manufactured oods, the largest single item is machinery other than lectric, and the Commonwealth provides a market for alf of Britain's total exports in this category. Road ehicles and aircraft come next in value; the Common-vealth takes 50 per cent more than all foreign countries ombined. Exports of chemicals rank third, followed by lectrical machinery, iron and steel and metal manu-actures, and shipments of all these to Commonwealth ountries are greater than to the rest of the world.

The Commonwealth market for all these products has ncreased year by year. In contrast, the United ingdom's exports of cotton, woollen and worsted yarns nd fabrics, and other textiles have shown an over-all ecline. However, the combined total of all exports f textiles to the Commonwealth, including clothing, ill exceeds the figure for any of the single categories nentioned above. Other leading exports are non-netallic mineral manufactures, railway vehicles, paper, aperboard and manufactures. In each of these, the gure for the Commonwealth is higher than total xports to foreign countries.

Although today fewer parts of the Commonwealth still have the status of colonies, those retaining it contribute together considerably more to Britain's trade than they did a few years ago. Compared with 1938-39, their share of the United Kingdom's exports to the sterling area is half as large again as it was immediately before the war. Taken together, they represent a larger market than the United States, Canada or Australia.

Similarly, the colonies have increased in importance as a source of supply for Britain. They now provide about one-sixth of all Commonwealth imports into the U.K., ranking directly after Canada and the United States.

Some Conclusions

From a study of United Kingdom-Commonwealth trade, two conclusions emerge. First, in spite of the greater independence of many of its members, the Commonwealth continues to supply nearly half of Britain's imports and provides a market for about the same proportion of its exports. Second, Britain's trade with the Commonwealth is less concentrated in certain areas than it was before the war, reflecting the develop-ment proceeding in many of the colonies, on the one hand, and the growth of industry among the inde-pendent members of the Commonwealth on the other. For example, the monthly average of exports to Australia in 1938 was 17 per cent of total exports to the Commonwealth, as compared with less than 15 per cent today; 1938 exports to the colonies were 14 per cent of the total and now represent nearly 22 per cent. In 1936/38, United Kingdom imports from the colonies were 13 per cent of total imports from the Commonwealth, but the proportion rose to nearly 22 per cent in 1956.

Pocket-Sized Packing Cases

Exporters will be interested in lightweight, flexible boxes and crates made from synthetic fibres which are now being marketed by a German firm in the Ruhr. The containers are made from non-clad perlon and are said to be only 10 per cent as heavy as those made from conventional packaging material.

Containers made from these fibres have many advantages. They are moistureproof, safe from insects and available in all sizes and shapes. Some are trunk-like with steel or aluminum tube frame-work, some can be folded flat when not in use, and some flexible types can be used for liquids. An important feature of the perlon packages is the saving to exporters on return freight charges.

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West Africa's Aluminum Potential

From French Guinea south to the Congo, big bauxite and power developments are under way or being closely studied. Canada has an interest in several of them.

J. H. BAILEY, *Commercial Secretary, Paris.*

THE Central West Coast of Africa, consisting of present or former colonies of Britain, France and Belgium, harbours vast deposits of bauxite and great but undeveloped waterpower resources. Several major projects to extract alumina from the bauxite and to convert the alumina into primary aluminum metal are today under close study or actually under way.

These projects are located in the following places:

1. The Iles de Los, off Conakry in French Guinea, where offshore bauxite mines have been in operation for several years.

2. At Boké and Fria, in French Guinea, where inland bauxite and alumina and related power projects are under way.

3. In Ghana, where a plan to use bauxite deposits and waterpower resources is being studied.

4. At Edéa in the French Cameroons, where aluminum production is already established.

5. Near Fria, in French West Africa, where the plan is to begin turning out aluminum soon.

6. At Kouilou in French Equatorial Africa and Inga in the Belgian Congo, where large power developments are under discussion.

Two Canadian Projects

The first African bauxite deposit to be considered for development was on the Iles de Los. This group of islands, including Robert Louis Stevenson's "Treasure Island", lies just offshore at Conakry in French Guinea. Although production was slated to begin just before the war, it was not until 1948 that Canada's Aluminium Limited, through its French subsidiary Bauxites du Midi, began the construction of the present facilities which now can turn out approximately 500 thousand tons of bauxite a year. Most of this is shipped to Canada, although some goes to Europe during the winter.

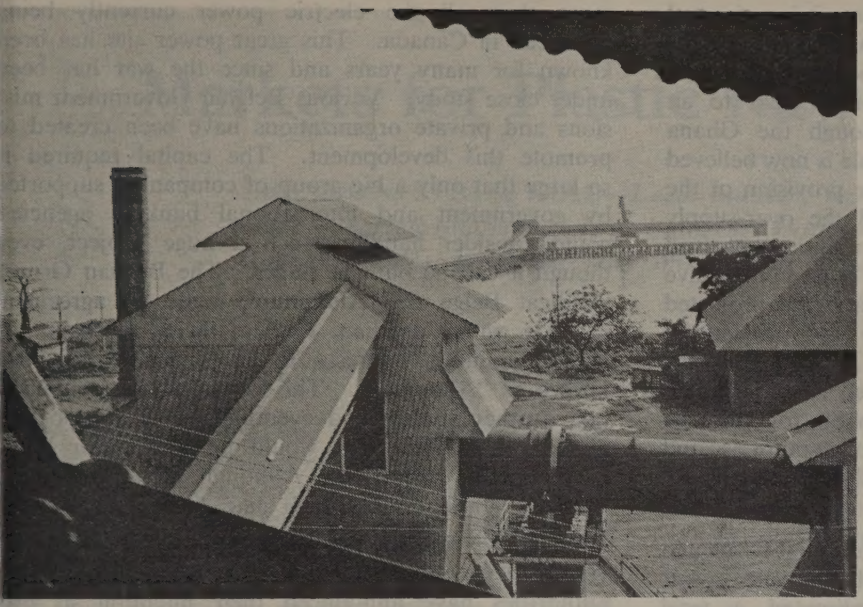
These operations, entailing an investment of over $13 million, the Canadian company now looks upon as a pilot operation for the much larger development it has in mind for the Boké region, 180 miles northeast of Conakry. Here the company is planning to invest more than $125 million to develop much larger bauxite deposits of higher quality. The construction program, started in 1957, includes the building of port facilities near Kamsar at the mouth of the Rio Nunez on the coast and a railway inland 84 miles to the bauxite mines northeast of Boké. The development of the mines themselves will follow, plus the establishment of a plant to extract alumina.

If the current schedule is adhered to, it is expected that the first bauxite will be exported in 1963 and the first alumina by 1965. When these installations are in full operation, they will handle 1.5 million tons of bauxite a year. One million tons will be exported and 500 thousand transformed into 220 thousand tons of alumina before shipping. A portion of this alumina will in time be smelted into aluminum locally. It is expected that a large part of the shipments of bauxite and alumina will go to Canada.

Development at Fria

At Fria, 85 miles north of Conakry, the French Pechiney-Ugine group has formed three international consortiums to build a bauxite-alumina-aluminum complex, including a hydro-electric plant, a railway, a town of 1,000 lodgings, and other ancillary installations. This is one of the few regions of the world where raw material deposits and huge power resources to turn out the final product are found together.

For the first stage, the French companies and government agencies have been joined by Olin Mathieson (U.S.), British Aluminium (U.K.), and Aluminium Industrie A.G. (Swiss). This group will operate the bauxite mines and build a factory capable of producing 480 thousand tons of alumina a year. Total private investment for this stage will reach approximately $100 million and the project, started in 1957, is scheduled for completion in 1962. The company will gradually increase its alumina output so that it will be in a position to supply the requirements for the aluminum project mentioned below and still meet its export commitments.



On the Iles de Los, off the coast of French Guinea, bauxite ore moves into a rotating oven for drying. In the background are the installations for loading the bauxite into ships. This project is operated by the Société Bauxites du Midi, a French subsidiary of Canada's Aluminium Limited, and most of the ore goes to Canada.

The second step in the development of this area of Guinea envisages the establishment of smelting facilities. The original group which is installing the bauxite and alumina facilities will be joined by Aluminium Limited (Canadian), Vereingte Aluminium Werke (German), and Montecatini (Italian) to form a new company, Aluminium de Guinée, to build a smelter with an annual capacity of about 150 thousand short tons. A third company, including French and Guinean government bodies, will be formed to build the hydro-electric plant at Souapiti to provide the power to transform 300 thousand tons of alumina a year into half this quantity of aluminum. This company will build a dam on the Konkouré River over half a mile long and nearly 400 feet high. The powerhouse, as at Kitimat, will be underground and will have a rated capacity of 600 thousand kw. Initiation of this project awaits the decision on a loan application to the World Bank.

Cameroons and Moyen Congo

The same group of French firms, Pechiney-Ugine, engaged in the development of bauxite and aluminum production in French Guinea already has an aluminum plant operating in the French Cameroons. At the modern town of Edéa, 50 miles from the capital, Douala, the first aluminum ingot was poured by its subsidiary, ALUCAM, in February 1957.

This has a rated capacity of 45,000 tons of aluminum per year; 82 per cent of it is owned by the above companies and 18 per cent by state organizations. Its power supply is assured by a government-owned (Energie Electrique du Cameroon) installation on the Sanaga River which produces 1.36 million kwh. a year. Part of the development involved the enlargement of port facilities at Douala and the building of a branch railroad from this port to the plant site. While awaiting the completion of the alumina factory at Fria, the aluminum plant at Edéa has used alumina imported from France.

In the Moyen Congo, about 90 miles inland from Pointe-Noire, the Société Européenne pour l'Etude et l'Industrie de l'Aluminium en Afrique has been studying since 1955 the possibilities of building a dam and installing a powerhouse and an aluminum plant on the Kouilou River. Studies have indicated that a generating capacity of almost one million kw. could be installed at this site. Besides supplying power for other needs, this low-cost power would make it feasible to build an aluminum factory capable of producing 125 thousand tons or more of metal a year. The principal problem is whether or not it would be economic to transport the alumina from Guinea (or elsewhere) to this site, because the cost of transportation by water and rail will tend to offset any savings in power costs. However, the French participants have stated that they intend to proceed with the project.

Volta and Inga Projects

Bauxite deposits in Ghana are in the Kumasi and other areas. They are believed to total nearly 200 million tons and have been partially exploited since 1940. For some years the Government of Ghana (and the Gold Coast Government before that), the British Government, Aluminium Limited of Canada and the British Aluminium Co. Ltd. have been studying a plan to build a bauxite-alumina-aluminum complex in Ghana similar to that in French Guinea. This project would include the construction of a power

plant at Ajena on the Volta River where it is estimated 615 thousand kilowatts would be used, mainly for aluminum production, which could be increased from an initial unit producing 80,000 tons a year to an eventual 215 thousand tons. Although the Ghana Government in its new independent role is now believed willing to see the project proceed, the provision of the large amount of capital needed and the over-supply of aluminum in world markets are presenting unsolved problems. The Volta project suffers other competitive disadvantages such as its position vis-à-vis the projected European Common Market, where the projects in French West Africa would be able to find entry for their products. Aluminium Limited has informed the Ghana Government that it is unable to take part in initiating the scheme under present conditions, and Ghana is seeking other possible methods of getting it under way.

Inga in the Belgian Congo, on the mighty Congo River, has the greatest known hydro-electric power potential in the world. It is estimated a total generating capacity of 25 million kilowatts could be installed at this site with sufficient firm water—or more than all the electric power currently being produced in Canada. This great power site has been known for many years and since the war has been under close study. Various Belgian Government missions and private organizations have been created to promote this development. The capital required is so large that only a big group of companies, supported by government and international banking agencies could consider handling such a huge project, even though it can be built in stages. The Belgian Group Syndicat Belge de l'Aluminum, made an agreement in 1956 with Canadian, French, Swiss, German and U.S. aluminum interests to form an organization known as "Aluminga". This consortium is to undertake further studies and eventually may sponsor the aluminum industry that would be one major buyer of the power produced. Although no agreement to produce aluminum at Inga has been reached and although the project is in some respects considered competitive with the Kouilou scheme, the Belgian authorities have announced their intention to proceed with the preliminary construction of this vast undertaking.

Trade Commissioners on Tour

The following officers of the Trade Commissioner Service are on tour in Canada. Their itineraries are:

T. F. HARRIS, Trade Commissioner in Bombay, India:

Quebec—Sept. 2
Montreal—Sept. 3-9
Torono—Sept. 10-17
Welland—Sept. 18
Hamilton—Sept. 19
Winnipeg—Sept. 22-23
Calgary—Sept. 24-25
Vancouver—Sept. 26-Oct. 3
Edmonton—Oct. 6

B. I. RANKIN, Commercial Counsellor in Berne, Switzerland:

Montreal—August 13-22
Quebec—August 25-26

H. W. RICHARDSON, Trade Commissioner in Guatemala City, Guatemala:

Regina—July 21
London—August 4
Brantford—August 5
St. Catharines—August 6
Hamilton—August 7-8
Toronto—August 11-19
Kingston—August 20
Ottawa—August 21-29

Businessmen who wish to see these officers should get in touch with the Board of Trade or Chamber of Commerce in the cities mentioned, with the following exceptions. In Toronto and Winnipeg, the Trade Commissioners make their headquarters at the offices of the Canadian Manufacturers Association in St. John's, Ottawa and Vancouver, at the Department of Trade and Commerce; in Victoria, at the Department of Trade and Industry, and in Fredericton at the Department of Industry and Development.

Tours of Territory

W. G. BRETT, Assistant Commercial Secretary Caracas, Venezuela, will visit the Andes region including Merida and San Cristobal, early in September.

R. D. SIRRS, Assistant Commercial Secretary Caracas, Venezuela, will visit Maracay, Valencia Puerto Cabello and Morón during the latter part of August, and the Netherlands Antilles in September.

Businessmen who would like these officers to undertake assignments should get in touch with the at Caracas as soon as possible.

Markets for Plastic Raw Materials

LEBANON, SYRIA, IRAQ—*Local industry has made a start, using imported raw materials and making limited range of goods. Canadian sales prospects may improve as production grows.*

C. O. R. ROUSSEAU, *Commercial Secretary, Beirut.*

LEBANON, Syria, Iraq and Jordan immediately after the war set up the nucleus of a plastics industry. They soon found, however, that as goods from European plastic manufacturers returned to the market, local industry could not stand the competition. Neighbouring countries such as Turkey, Iran and Egypt, which have larger populations, achieved and have maintained importance in the manufacture of plastic articles.

Local Lebanese Industry

In Lebanon a new start is being made and this time on a more gradual basis and after serious consideration. Three small factories are making various articles such as combs, ashtrays, cups and saucers, trinket boxes, toilet seats and specialty goods. In the main, the raw materials used are urea formaldehyde and phenol formaldehyde. Although one factory uses these thermosetting plastics exclusively, the other two also use thermoplastic material such as polyvinyl chloride, polystyrene, and acrylics.

Local plants are still unable to compete against a large part of the plastic articles being imported and therefore are specializing in a small range of products. In the near future, newcomers to the industry will be a polyvinyl chloride textile impregnating plant and a polyester panel plant. In the more distant future, it is expected that a plant will be set up to produce polyvinyl chloride insulated electric cables and wires. There are approximately ten small shops which are importing polyethylene tubes that are cut up into bags for packaging.

Raw Materials Are Imported

As for the manufacture of plastic raw materials, no such venture has been begun nor is any contemplated for some time, despite the existence of a rapidly growing petroleum industry that could provide most of the basic chemicals. There may be some potential for development along these lines eventually, but for the moment the only possibilities lie in the transformation industries which use raw materials or semi-finished products.

One of the handicaps to large-scale production of plastic articles in the countries mentioned is the lack of adequate markets. Another is the absence of adequate protection. Although in some cases there is an import duty of up to 40 per cent on plastic articles, this is still not sufficient to enable local manufacturers to meet outside competition.

Statistics on imports of plastic raw materials show that in 1956 approximately 60 tons were used in Lebanon against 15 tons in 1955. Main supplies now as then are being received from Italy, Germany, the United Kingdom and Switzerland. Prices have not varied much during the past few years and are in the vicinity of 55 cents per kilo for urea formaldehyde and 38 cents per kilo for phenol formaldehyde. Quotations have recently been received from China for phenol formaldehyde as low as 30 cents per kilo. Both polyvinyl and polystyrene are 60 cents. (All these prices are C.I.F. Beirut.) When the textile impregnating factory starts operating, Norway will become a supplier because the polyvinyl chloride needed will be imported in powder form and the paste prepared locally.

Syria and Iraq

The situation in Syria is similar to that in Lebanon; although there are no statistics available on consumption, it is known to be much smaller.

Iraq has begun a plastics industry in recent years and with a population larger than other countries of this territory, there is more reason to hope that it will gain a firm footing. The number of factories or workshops cannot be ascertained, but the difference between the tariff on the finished product as compared with the raw material ranges from 30 to 40 per cent. This seems to indicate that the local industry is being protected. (Jordan has no plastics industry worth mentioning.)

Since the war, the principal suppliers of plastic articles to the four countries of this territory have been the United Kingdom, West Germany and the United States, but of late, goods from Japan and Hong Kong have been making rapid inroads.

To summarize, the plastics industry in Lebanon, Syria, Iraq and Jordan has made a struggling start. Prospects

are not too encouraging at present but this area holds some promise as a market for Canadian raw materials in the future. The demand in the Middle East was at first mainly for urea and phenol formaldehyde, but is now more diversified since thermoplastics such as polyvinyl chloride, acrylics and others have been introduced. Chief suppliers are the European countries which enjoy an advantage over Canadian suppliers in lower production and freight costs and quick delivery. The latter, especially for thermosetting materials, is an important factor because of their sensitivity to heat and long storage.

Commodity Notes

Canned Fish

CHILE—The local press announces that the well-known Spanish firm, Curbera Hermanos, Vigo, Spain, will shortly establish a fish canning plant in Valparaiso. For the time being, it will not produce fish meal, but will concentrate on canning. This new firm will have four fishing vessels; two have been purchased in the United Kingdom and are on the way to Chile—Santiago.

Carbon Black

INDIA—During the first eleven months of 1957, India imported 8,268 tons of carbon black. The continuing scarcity of foreign exchange has prompted the Government to consult a German firm about the possibilities of making carbon black using coal-tar fractions. The Government has also invited two Rumanian experts to visit India to assess the prospects for local production and an Indian industrialist is negotiating with a leading U.S. firm over setting up a plant—Bombay.

Chemical Fertilizers

MAINLAND CHINA—Mainland China is working to develop a chemical fertilizer industry. In 1949, she reportedly produced about 27,000 tons of ammonium sulphate and no phosphate fertilizer. The need for increased agricultural production has created a large demand for fertilizers and a number of countries, including Canada, have made substantial sales there. In 1956, Canada sold $2.4 million worth of fertilizers, of which $2 million was phosphate fertilizer. Last year our sales totalled $868 thousand and consisted entirely of ammonium sulphate. It is estimated tha China imports 60 per cent of all the artificia fertilizer used.

According to the draft plan for the developmer of the economy in 1958, China will produce 90 thousand tons of nitrogenous fertilizer this year, a increase of one-third over last year. Phosphat fertilizer output will exceed 196 thousand tons, abou 64 per cent above 1957. Seventeen major plant have been placed on this year's building progra and these have an eventual annual capacity of 1.6 million tons of nitrogenous fertilizer, 800 thousan tons of phosphate, and 100 thousand tons of nitro lime. It is understood that nearly one-half of th investment in capital construction will be allocate to the chemical fertilizer industry—Hong Kong.

Cod

SPAIN—The value of Spain's exports to the Faero Islands totals some 150 million pesetas a year, o quarter of the value of her total exports. Nine thou sand tons of Faeroe Islands cod, almost one-third total production, are exchanged every year for a equivalent value of oranges, lemons, bananas an wines—Madrid.

DDT

INDIA—India's second DDT Factory at Alwaye expected to begin trial production shortly. It w have a capacity of 1,400 tons of DDT a year and expected to go into full production by the beginni of 1959.

The plant is being built in collaboration with an American firm and is estimated to cost about Rs. 80 lakhs ($1.6 million). Raw materials will be obtained from chemical works in the neighbourhood and from the coke ovens of Sindri. With the completion of the Alwaye project and the doubling of the capacity of the Delhi factory in the near future, current requirements of anti-malarial insecticides will be met—Bombay.

Fish

JAMAICA—The first cargo of fresh fish to come to Jamaica by air arrived recently from the Caicos Islands. It comprised 12,000 lb. of groupers, snappers and other types. Jamaica's production of 6,000 tons of fresh fish a year is considered inadequate to supply the demand and imports from the Caicos Islands will probably be increased—Kingston.

Lac

INDIA—India produced 1.32 million maunds of lac during 1956-57, 65,000 maunds more than in 1955-56. (One maund=82.2 lb.). Of total 1956-57 output, Bihar contributed 45 per cent, Madhya Pradesh 29 per cent, West Bengal 16.1 per cent, Bombay 5.4 per cent and other states 4.5 per cent. A total of .769 million maunds of different varieties of lac valued at over Rs.94.7 million was exported in 1956-57 against .733 million maunds in 1955-56. The United States, Britain and West Germany were the biggest buyers. India imported stick-lac and seed-lac worth about Rs.4.3 million during the year.

A heavy Kathaki crop in Madhya Pradesh and Tamil Nad caused prices to drop from Rs.150 to 137 per maund between January and March 1956. This downward trend continued until prices reached a low of Rs.85 in February 1957. (Rs.1=approx. Can.$.20) —Bombay.

Maize

EGYPT—According to an announcement by the Minister of Agriculture, Egypt has adopted a five year plan for increasing maize production. The average yield from 1.8 million acres is 12 million ardebs a year (65.3 million bu.) or slightly more than 36 bu. per acre. (Canada produced 57.6 bu. per acre in 1957.) Test-planting with hybrid maize has produced yields of 50 bu. per acre, and the five year plan is designed to increase the output of this seed so that by 1963 there will be enough for one-half the total area planted to maize—Cairo.

Minerals

PERU—Mineral exports from Peru last year totalled $118 million, down only $3 million from 1956. The decline in prices for non-ferrous minerals in the second quarter of 1957 was largely offset by increased shipments of iron ore (up $8.5 million) and by more sales of refined zinc than of concentrates—Lima.

Newsprint

CHILE—Newsprint production has increased steadily in 1958 and large quantities have been available for export. In the first five months of the year, exports totalled 5.5 million kilos valued at US$824.5 thousand. These shipments have gone to Argentina, Bolivia, Ecuador, Peru and Uruguay. The Minister of Economy stated recently that Chile expects to export 18,000 tons of newsprint this year, compared with 4,000 in 1957—Santiago.

Paint

JAMAICA—Jamaica's only paint manufacturing plant has increased production six and one-half times in the past four years. The firm's 1957 output totalled 270 thousand gallons, all of which was sold in the British West Indies—Kingston.

Pepper

BRAZIL—Larger output of black pepper in the Amazon valley has caused the wholesale price in Belem to drop from the April 1956 high of Cr.$130 per kilo to Cr.$55. The decline in domestic prices has made exports possible and shipments went recently to Germany and the United States. Four co-operatives and several planters in Belem have reportedly formed a clearing house which has contracted to export some 400 tons of pepper to Germany, the United States and the Netherlands—Rio de Janeiro.

Petroleum

MAINLAND CHINA—The Ministry of Petroleum Industry has announced the 1958 preliminary planned output of crude oil at 1.55 million tons. This estimate is 6.2 per cent above 1957 production and includes crude petroleum, crude shale oil and oil derived from coal. Natural crude will account for some 56 per cent of the total. Mainland China is actively exploiting her known reserves of oil and natural gas and is carrying out widespread explorations to locate new fields—Hong Kong.

BAHAMAS—A United States $3 million oil-drilling project near Cay Sal (one of the small islands 180 miles southwest of Nassau), which may develop into the largest industry in the Bahamas, began in April. Two newly-formed Bahamian companies, subsidiaries of well-known oil companies, will be handling the

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project. After two years of extensive seismic work a test well will now be drilled to a maximum depth of 15,000 feet from a platform in 30 feet of water —Kingston.

CHILE—The National Petroleum Company, ENAP, has announced that petroleum production during the first four months of 1958 reached 277.7 thousand cubic metres compared with 208 thousand cubic metres for the same period in 1957—an increase of 33 per cent—Santiago.

Pine

BRAZIL—Brazilian exports of pine in 1957 totalled 817 thousand tons, valued at US$64 million. This represents an increase of 115 per cent in volume and almost 100 per cent in value over 1956, when exports of pine reached 383 thousand tons at US$33.6 million—Rio de Janeiro.

Polyethylene

BRAZIL—Union Carbide do Brasil has opened its new factory in Cubatão, São Paulo, to manufacture polyethylene. Investment in the factory, which is the first of its kind in Latin America, is US$7.5 million. Production will reach about 4,500 tons a year —São Paulo.

Pulp and Paper

NORWAY—Norway's mechanical pulp production in the last few months has been running well below last year. For the first two months of 1958, output totalled only 101.6 thousand tons against 127 thousand in 1957. Exports reached about 65,000 tons worth kr. 34 million, compared with 87,000 tons at kr.50 million last year. Chemical pulp output, on the other hand, almost reached last year's record: mills turned out 107.9 thousand tons compared with 108.2 thousand in 1957. Exports, however, were down by about 6 per cent in volume and 6.5 per cent in value, amounting to 47,000 tons at kr.54.6 million.

Output figures for the paper mills have not yet been published, but production indexes for January and February are down. In the first two months of 1958, exports of paper and cardboard totalled 61,000 tons valued at kr.84 million, a drop of 6,000 tons and kr.8 million compared with 1957—Oslo.

Rayon

BRAZIL—Increasing production of rayon in Brazil may soon cause producers to look for export markets. Estimated output for 1958 is 33,500 tons. By 1960 the country expects to be producing 37,000 tons and by 1965, some 51,000 tons. Any drop in prices from over-production in the domestic market should not affect the cotton textile industry because in Brazil the same firms manufacture both rayon and cotton textiles—Rio de Janeiro.

Straw Hats

JAMAICA—Visitors to the 7,000 showrooms of one of the largest United States automobile manufacturers will be able to buy Jamaican straw hats at a very low price; each person will be entitled to select a hat from a wide range of styles. It is expected that this will result in the export of over a quarter-of-a-million Jamaican hats—Kingston.

Sugar

AUSTRALIA—Australia will sell 100 thousand tons of raw sugar to Japan this year. The Colonial Sugar Refining Co. will ship 70,000 tons during July, August and September, and the remainder later by mutual agreement. In 1957, sales of 118 thousand tons of raw sugar to Japan brought Australia A£5.7 million —Sydney.

Sulphate Pulp

SWEDEN—The Swedish company, Fiskeby Fabriks AB, plans to build a new sulphate mill in Skärbacka west of Norrköping. Construction is to begin next year and should be completed in the first quarter of 1962. The new mill will increase the company's annual production capacity by about 70,000 tons of sulphate pulp, and most of it will be exported—Stockholm.

Tea

MAINLAND CHINA—The output of tea in Mainland China will reach 152 thousand tons in 1958, approximately one-third above last year's production; it is expected that some 382 thousand tons will be produced by 1962. The Second Five Year Plan, which starts this year, calls for the addition of nearly one million hectares of tree plantations. It is estimated that approximately 20 per cent of last year's output was exported, including sales to other Communist countries—Hong Kong.

Telephones

PAKISTAN—Pakistan in 1958 may become self-sufficient in telephones; the number made in the country's only factory is expected to reach about 15,000. This year's output should meet internal demand and there is some possibility of exporting the surplus. Each instrument will cost Rs.128, or about $26.00. The factory will also produce 9,000 automatic exchange lines, 26 manual board positions and 3,700 pad exchange lines—Karachi.

hoe manufacturing is one of the Congo's flourishing light ndustries. The photograph shows two workers putting the nishing touches to a large batch of white tennis shoes.

ongo's Industry Moves Ahead

lided by domestic and overseas capital, ndustrial expansion in the Congo has made trides—without impairing import trade.

. NYENHUIS, *Trade Commissioner, Leopoldville.*

HE first industry in the Belgian Congo, a rudimentary egetable oil factory, was established in 1888. At iat time it would have taken uncommon foresight visualize the Congo's becoming Africa's second idustrial power. Today it has an estimated 21,000 idustrial plants compared with 13,000 in 1954. The olume-of-production index gives an even better idea f the phenomenal growth: taking 1947 to 1949 as 00, by 1956 it reached 362.

n early impetus to industry came about 1908, when ie first glow of molten copper shone in the hills of lisabethville. The mining industry had begun the nversion of the Congo's minerals. Increasing pros-erity based on this improved the colony's financial position and built up the natives' buying power year by year. This created new needs and led to the establishment of many new industries.

Figuring largely among these industries are food products, beverages, footwear, textiles, and building products. In 1957, for instance, the Congo produced 17 million kilograms of sugar and 540 thousand kilograms of cheese and butter. It also turned out a good percentage of the 300 thousand tons of oil used in margarine, table oil and soap; the beverage plants produced 1½ million hectolitres of soda water, lemonade and beer for local consumption.

The textile factories turned out 23 million metres of materials in 1948; by 1956 this figure had risen to 58 million. Nine years ago, the output of shoes totalled 393 thousand pairs; in 1956, this rose to two million. In the building sector, the progress of the cement industry has been impressive—from 127 thousand tons in 1948 to 459 thousand eight years later.

Government Policy

The Government's import policy fosters local industry by customs tariffs on imported goods, although it avoids excessive protection. The efficacy of this policy is demonstrated by the fact that, notwithstanding the remarkable increase in industrial output, the volume of imports doubled between 1948 and 1956. This also shows that the Congo still depends to an important degree on goods from foreign countries. The possibilities for further development of both local production and import trade seem good, largely because of the rising native population and the continuing improvement in their living conditions.

Sources of Capital

The development of local industry in the Congo has been assisted by Belgian, African and other capital. New capital and increased investment in plants already established amounted in 1956 to 4,229 million francs, or approximately 9 per cent of the Congo's national revenue. About 37 per cent of this represented Belgian capital and 57 per cent Congo capital; this demonstrates that much of the profit made by local industry is reinvested in the country. Savings by the European and African populations alike are increasing noticeably —by about 40 per cent, in fact, from 1955 to the end of 1956. African organizations in the Belgian Congo and Ruanda-Urundi deposited over 762 million francs during 1956.

In common with many other parts of the world, the Congo is passing through a stage of consolidation of gains and there may be some amalgamation among the larger firms, especially in the construction field. Some small enterprises which mushroomed during the boom may be eliminated. However, the future seems to promise continued progress in all fields, with emphasis on hydro-electric power, public works, and agriculture. •

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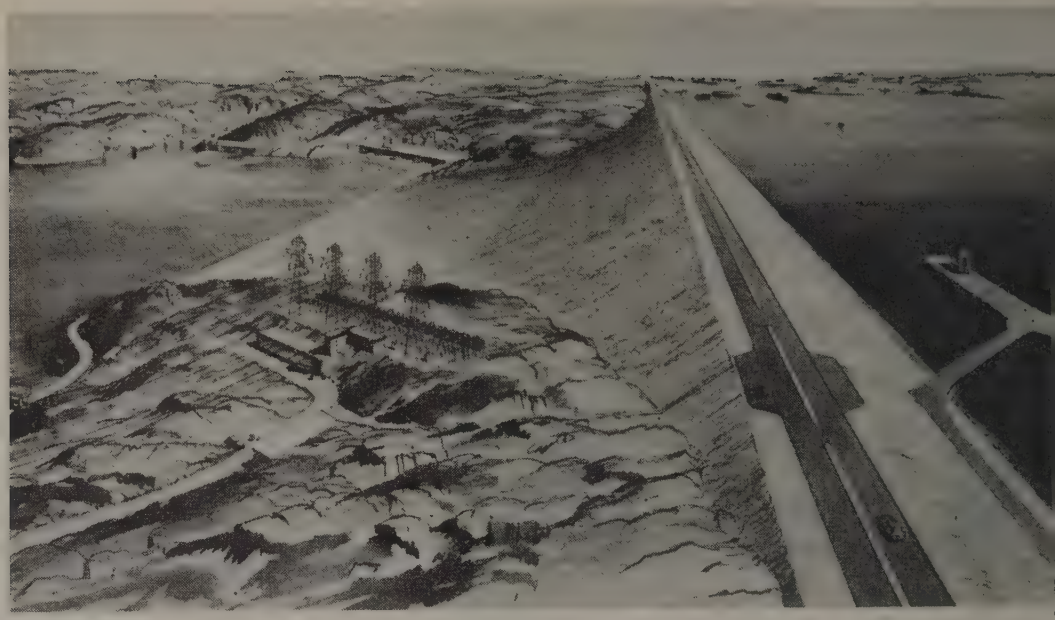


The drawing gives some idea of how the Sadd-el-Aali project—as Egyptians call the Aswan High Dam—will look when it is completed. Behind it will be stored 130 billion cubic metres of precious Nile water

Egypt Studies the High Dam

Plans for the Aswan project have moved a stage further in recent months. As these mature, Canadian firms may find opportunities for supplying equipment or services.

D. S. ARMSTRONG, *Commercial Secretary, Cairo.*

THE Aswan High Dam, a subject of world interest two years ago, continues to be a project of the highest priority in Egypt. Because there may well be opportunities for Canadian firms to participate in this Sadd-el-Aali project (as it is called in Arabic), the following paragraphs give a brief, non-technical description of the scheme and the studies preceding final construction.

The Problem Outlined

The Nile River, rising in Uganda (the White Nile) and in Ethiopia (the Blue Nile) and flowing through the Sudan, is the life-blood of Egypt. The country possesses almost no other natural resources and without the Nile the population—currently estimated at 25 million—would consist of a few nomadic desert tribes. As it is, Egypt's population is increasing by 2 to 3 per cent a year with resulting pressure on arable land.

Because civilization in Egypt existed thousands of years ago, probably no other major river has received more detailed study on the use of its water for agriculture and, more recently, power development. Modern records have been kept for 100 years and storage and irrigation schemes date back to antiquity. The annual flow of the Nile, including the flood waters, is now used to the maximum by means of barrages that regulate and divert the river's flow throughout the Nile Delta and store a certain amount of water during the flood season for release during the dry season.

What is now required and what the Sadd-el-Aali project is designed to accomplish is an "over-year" storage system that will ensure the storage of all surplus water in excess of annual requirements in years of high river flow so that it can be drawn upon in low years. This is an adaptation of Joseph's plan in Biblical times for storing grain in the seven fat years to be consumed in the seven lean years.

The present cultivated area in Egypt requires annually 52 billion cubic metres of water but records show that the volume of Nile water varies between 42 and 151 billion cubic metres. The High Dam is designed to store up 130 billion cubic metres, sufficient to cope with any conceivable flood or drought. Additional benefits include a two-million-acre (or 30 per cent) increase in arable land and the generation of 10 billion kwh. per year. The benefits to Egypt's economy as a whole are too numerous to describe in this article.

The total cost of construction of the dam, power plant, transmission lines to Cairo, land reclamation, preliminary planning, roads, railways, etc., is estimated

at some $675 million and the benefits in terms of increased government revenue and national income are given as $700 million a year. By way of comparison, the cost of the St. Lawrence Seaway including power development approximates $600 million.

Progress to Date

In 1952 the Egyptian Government, assisted by Hochtief and Dortmund Union, began studies of the Nile with a view to devising a scheme to deal with the over-year storage problem. Preliminary plans were prepared and presented to an international board of consultants consisting of three Americans, one Briton, one German and one Frenchman. The Board, after visiting Egypt in August and November 1954, approved the feasibility of the project and selected the most suitable site. The Board also recommended the execution of some complementary experimental work and investigations before the preparation of final plans, designs, specifications and contracts was put in hand.

In accordance with these recommendations the Egyptian authorities engaged specialists to conduct experiments and investigations as follows:

- Hydraulic model tests on different types of sluice gates in the Grenoble laboratories of the French firm SOGREAH. These are almost completed.

- Compaction tests performed on site at Aswan by the German firm Johann Keller. These are completed.

- Grouting tests (injecting cement into river-bed sand which extends to depth of 650 feet at Aswan) performed on the site by the French-Swiss firm SOLIFANCHE. These are completed.

- Investigation of power and diversion tunnels by the Swedish firm VBB. These are completed.

- Observations on the River Nile and laboratory tests to study aggradation and degradation (silt deposit and movement) by Prof. Lorenz G. Staub, an American consultant. These studies will continue for another two years but their results will not affect the feasibility of the project.

Sir Alexander Gibb and Partners, a United Kingdom firm, has been engaged by the Egyptian Government as consulting engineers. In April a meeting of the Board of consultants, the High Dam Authority, the consulting engineers and the specialists engaged in tests was held in London, England. At this meeting all the experiments were reviewed and final specifications approved, enabling the consulting engineers to proceed with the design and the drawing up of detailed tenders. This work should be completed this year.

There is a certain amount of preliminary construction work, such as roads, railways, workshops, camp-site and harbour; some of this is finished and the remainder can be put in hand at any time. The cost of this work is estimated at $15 million and so far about $2 million has been invested in roads, railways and the purchase of equipment and permanent works.

Future Program

The execution of the project proper will be carried out in two stages. The first stage, covering four years and costing $105 million, includes the building of seven diversion tunnels, each about 7,000 feet long with a diameter of 53 feet, an upstream cofferdam 165 feet high and 1,650 feet long, and a downstream cofferdam of smaller dimensions. The second stage covering six years comprises the remaining work, including the main dam with a height of 365 feet, a road width of 105 feet, total width at base 4,300 feet and length 16,500 feet, and four more tunnels to bring water to an underground power plant which will eventually have 16 turbine units each capable of producing 90,000 kw. (120 thousand h.p.). Total expenditure for the civil works in both stages has been estimated at $300 million.

Two major issues still to be settled stand in the way of successful execution of the Sadd-el-Aali project. The first is raising the capital required. Egypt hopes to obtain some or all of this from outside sources but if not, is confident of financing the cost from its own revenues even if this means a considerable stretch-out of the program. The second is agreement with the other riparian states, particularly the Sudan, on sharing Nile water. In the meantime designs are being prepared and will be ready to put to contractors for tender about the end of 1958.

Works around Present Dam

It is perhaps not well known that there is already a dam at Aswan, less than a mile downstream from the proposed High Dam. Built in 1902 and twice increased in height in succeeding years, the Aswan Dam, 7,060 feet wide and 132 feet high, has a head of water which varies between 110 feet during the river's flood and 35 feet at the end of the emptying period. Currently under construction is a hydro-electric plant consisting of a short head race, an intake dam, a power station, a surge basin, four tunnels excavated in rock, and a tail-race.

The power plant will have seven main and two auxiliary units giving an output of 1.8 billion kwh. a year, though the rate will vary with the height of the head. All electricity generated will be used in Aswan, mainly for a nitrogen fertilizer plant. The cost of the electrification scheme is estimated at $77 million and power output will begin in 1960.

The proposed Sadd-el-Aali dam will provide a constant reservoir and head of water at the Aswan Dam, thus allowing steady and increased power generation. •

Cuba Achieves Record Trade

Cuban imports reached new high last year as industrial growth created new demands; exports also were at a peak. Canadian trade made small gain, though European competition stiffened.

G. A. BROWNE, *Commercial Secretary, Havana.*

CUBAN exports reached a record value in 1957; the preliminary total of $808 million exceeded 1956 by 21 per cent and topped by 5 per cent the previous record high of $766 million set in 1951.

Large sugar crops or high sugar prices characterize the years of large Cuban export sales; 1957's sugar exports were slightly higher than the average of the previous five years, and in addition the average of U.S. and world prices was significantly above previous years. Increased exports of mineral ores, tobacco and coffee and improved sales of fruits and vegetables further contributed to the record export income.

Import Base Broadened

The 1957 bill for commodity imports is expected to total about $760 million, or more than $100 million (17 per cent) higher than in 1956. This large figure reflects stronger consumer buying as a result of larger annual salaries and wages and a continued rise in imports of capital equipment, machinery and raw materials.

In the two years 1956 and 1957 some 30 new industries have been started in Cuba, several of them major ones. The large new nickel concentrate operation at Moa Bay owned by Freeport Sulphur, new oil refineries, rubber plants, aluminum and steel plants, a copper wire and cable factory, and five bagasse paper and board mills are among the leading projects. The import base is thus steadily broadening under the program of industrial diversification encouraged since 1954.

Where Imports Come From

The table on the right shows approximately 80 per cent of Cuba's commodity imports are drawn from the United States. Among the main reasons is the U.S.-Cuba trade agreement of 1902 under which (with minor variations) Cuba has accorded the U.S. a tariff preference in exchange for preferred treatment of Cuban sugar in the U.S. market.

EXPORTS TO CUBA BY PRINCIPAL SUPPLIERS (1)

(figures in millions: one U.S. dollar = one Cuban peso)

Origin	1954	1955	1956	1957
United States	427.4	449.7	510.2	609.0
West Germany	12.1	18.3	23.0	30.5
United Kingdom	11.8	10.8	19.2	22.4
CANADA	17.9	14.1	15.6	17.6
Spain	11.1	11.9	12.0	14.5 (*
Belgo-Luxembourg	10.5	10.0	8.8	11.6
France	6.5	8.8	11.2	10.9
India	8.3	10.8	10.5	10.1 (*
Italy	3.8	4.2	5.6	7.0
Total of above	509.4	538.6	616.1	733.6

(1) The above figures are official export statistics of countrie indicated, currencies converted to U.S. dollars at averag annual rates. (Figures are approximate only due t rounding and minor inaccuracies in exchange conversion. These fifteen countries supply approximately 98 per cen of Cuba's imports.

(*) Preliminary figures, subject to revision.

Long-established trade relations between U.S. shipper and Cuban importers, plus the latter's frequent visit to U.S. centres and the well-organized U.S. expor programs, with adequate credit arrangements an ample Spanish-language publicity, orient the marke strongly toward U.S. producers.

Aggressive selling, with equal or greater attention t credit and publicity, however, have more tha doubled West German exports to Cuba since 1954; las year, Germany's relative increase of 32 per cent ove 1956 exceeded the relative U.S. gain of 18 per cen A major part of this German gain was represented b railway equipment, nitrogenous fertilizers, hardware machinery, motor vehicles, electrical goods an pharmaceuticals.

The large increases in Britain's sales to Cuba in 195 and 1957 are partly accounted for by turbo-pro aircraft sold to the Cuban airline *Cia. Cubana d Aviación.* Chief items in French and Belg Luxembourg figures are iron and steel products an chemicals; principal Japanese items are still chinawar and ceramics, steel pipe, sewing machines and toy Indian sales are almost entirely jute products.

Of the 265 commodity classifications in Canadian exports to Cuba in 1957, sales of 17 were smaller than in the previous year. The main ones with declining sales were flour; purebred cattle; synthetic fibres and yarns; paper-grade sulphite pulp and insulating board; steel plates, sheet and strip; bare copper wire; pigments and paints.

Products making the largest gains included rolled oats, food flavours and colourings, whisky, rubber footwear and clothing, shell eggs, kraft grade sulphate pulp, newsprint, wire rope and cable, hardware, mining machinery and parts, noiseless typewriters, industrial machinery, automobiles, wireless equipment and telephone and telegraph apparatus, medicinal preparations, drugs and chemicals, dyes and dyestuffs, calcium compounds, scientific apparatus and aircraft. Canadian sales in the four months January-April 1958 are up about 12 per cent over 1957.

Cuban exports to Canada went up 13 per cent in value over 1956 because the pronounced declines in sales of rayon yarns and tire fabric and manganese ore were more than compensated by the 56 per cent increase in the price of raw sugar. It rose from a 1956 average price to Canadian importers of $3.43 per hundredweight to an average of $5.37 in 1957.

Cut Cuban sugar cane is loaded for the mill. This scene, with workers doing the loading and oxen drawing the carts, is becoming rare as tractors and trucks take over these jobs.

Collections and Payment Terms

The Federal Reserve Bank of New York makes a survey each month of U.S. exports to Cuba financed by draft and collected through 14 large commercial banks—11 in New York, the other three in Boston, Chicago and San Francisco. The figures given below represent the averages in each year of the twelve monthly reports. Although the value of these reported drafts represents only about 7 per cent of U.S. exports to Cuba—shipments made on open account, or financed by drafts sent direct to Cuban banks for collection are *not* included—the figures indicate the general credit trend. About three-quarters of Cuban business handled through these reporting banks is apparently on a sight, or practically sight, basis, with most of the remainder well under 90 days.

U.S. DRAFTS DRAWN ON CUBAN IMPORTERS

(from the Federal Reserve Bank of New York's Monthly Survey of 14 U.S. Banks)

(figures are the average of each year's twelve monthly reports)

	Schedule of Prompt Payments	Total Number of Items	Percentage of Total Number of Items paid each month (1)				Total Amount $000's	At end of each month	
			Prompt	Up to 30 Days Slow	31 to 90 Days Slow	Over 90 Days Slow		Collections (2) Outstanding $000's	Confirmed Letters of Credit Outstanding $000's
1954	3 weeks	2,090	74.6	13.5	8.4	3.5	2,893	6,839	6,383
1955	3 weeks	2,076	74.0	14.5	7.3	4.1	2,944	7,422	8,344
1956	3 weeks	2,254	76.5	13.1	5.9	4.4	3,331	8,871	12,033
1957	3 weeks	2,314	73.1	16.6	7.0	3.3	3,971	10,498	16,192

(1) Collections paid are sight and time drafts for which payment has been received in the United States during the month by reporting banks.

(2) Collections outstanding are sight and time drafts forwarded from the United States for which payment has not yet been received in the United States at the month end. Time drafts are reported as "outstanding" by banks throughout the period during which they are (1) forwarded for acceptance, (2) awaiting maturity, and (3) undergoing collection after having matured. "Collections outstanding" represent a normal "float" of drafts not yet due as well as overdue items. Accordingly, an increase in "collections outstanding" does not necessarily imply a slowing down in the promptness of payment but may be attributable to a rise in new drafts forwarded or to a lengthening of credit terms.

On the other hand, the impression drawn from Havana banking circles is that German, British and Belgian shippers' bills in 1957 were, generally speaking, drawn for an average of 60 days. Apart from an inclination among some U.K. shippers to extend the tenure of bills to 90 days, there was little change from 1956. Current experience at the end of the first five months of 1958 shows a tendency by both U.S., Canadian and European shippers towards sight—a trend obviously more closely related to current conditions in Cuba than to any change in the actual credit risk of most individual Cuban consignees.

Balance-of-Payments Problem

In the five years 1952-1956 the deficit on Cuba's balance of payments has averaged about $75 million a year. The trend was expected to continue through 1957 at the same or perhaps a slightly higher rate, with increases foreseen in remittances of profits on foreign investment. This drain on monetary reserves is being countered by industrial diversification schemes, the promotion (where possible) of domestic industry and services to conserve exchange and create new employment, and the encouragement of new export endeavours—notably coffee and mineral ores.

A major step in correcting the payments imbalance and in developing new industries in Cuba will be taken when, after the completion of negotiations with treaty countries (these have not yet taken place), Cuba adopts her new 1958 tariff. It is a two-column tariff comprising a general rate and a treaty or most-favoured-nation rate; the latter will be bracketed with the U.S. preferential rates. The new tariff has been in effect since February 24, 1958, on products originating in countries not entitled to most-favoured-nation or treaty rates. This new general rate, however, falls on perhaps 10 per cent or less of Cuba's total imports. The remainder continue to be dutiable, pending negotiations later this year, at the previous most-favoured-nation or U.S. preferential rates.

To prevent the accumulation of unusually large stocks and the incurring of an unusually heavy import bill through importers anticipating a rise in the MFN and U.S. preferential tariff, Decree No. 370 of February 22, 1958, lists about 250 items subject to import clearance permit. The import permit system limits imports of specified commodities to a level no higher than that reached in any one of the past three years. With certain exemptions, an import permit is now required for most goods that the importer buys, but up to the present the system does not seem to have caused undue hardship or great inconvenience. It will continue in force until one month after completion of the tariff negotiations. These negotiations have not yet been scheduled but it is hoped that they will be finished by the end of 1958 or early in 1959. ●

Canada Aids Malayan Survey

AN aerial survey in Malaya sponsored jointly by the Canadian and Malayan Governments under the Colombo Plan has provided the young Federation with some valuable information about its mineral potential. The survey, which was conducted by Spartan Air Services Limited and Canadian Aero Service Limited of Ottawa, is said to have recorded as much information about Malaya's sub-surface in six months as ground parties could in 50 years. (Dense jungle, mountains and the anti-terrorist campaign militated against ground operations.) This first large joint capital project of the two Governments under the Colombo Plan cost approximately $325 thousand, of which Canada contributed $200 thousand and Malaya $125 thousand. The final report was presented to the Malayan Minister of Natural Resources by the Canadian High Commissioner on April 24.

The survey was first suggested in 1952 by the director of the Malayan Geological Survey Department and an application made to the United Nations Technical Assistance Administration. The chief geologist of Spartan Air Services prepared a preliminary report for the Technical Assistance Administration in 1953, assessing the feasibility of the project. The magnetometer and scintillation counter survey was finally carried out under Colombo Plan sponsorship between November 1956 and May 1957.

A special aircraft owned by Spartan Air Services ranged over 16,000 square miles in the states of Kedah, Perak, Selangor, Trengganu, Pahang and Johore, about one-third of Malaya and a difficult terrain, little known geologically speaking. The engineers looked for likely locations of magnetic iron-ore bodies or structural conditions favourable to sulphide-ore bodies, indications of the presence of any radioactive minerals, geological boundaries and, indirectly, for possible clues to tin, tungsten, gold and other ores.

Special equipment in the plane, which was flown only 500 feet above the jungle, included a Gulf magnetometer, a scintillation counter developed by the National Research Council of Canada, a radio altimeter, and a 35 mm. continuous-strip-film camera to monitor the flight path. The magnetometer is an electronic device used to measure the earth's magnetic field in the search for ferrous-type metals (iron, nickel, titanium), in oil exploration, and to gain knowledge of geological structure. The scintillation counter records gamma rays leaving the earth's surface and is used in locating uranium and thorium. ●

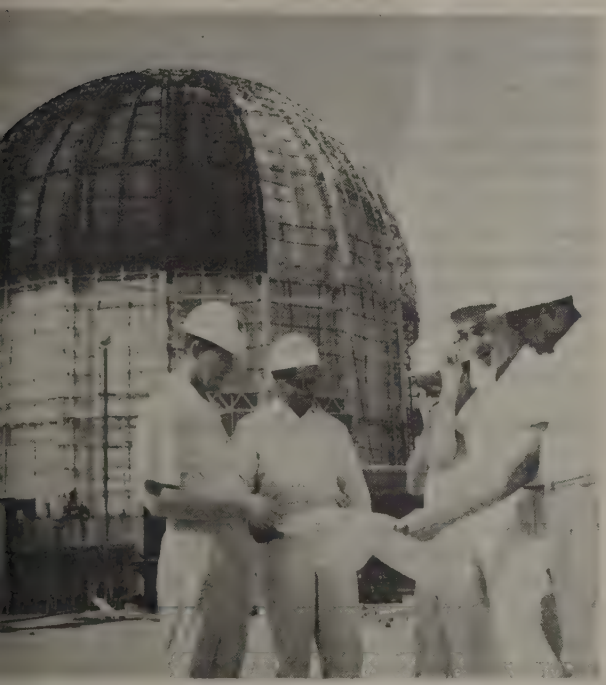
Canada Builds a Reactor

. . . to further India's study and use of atomic energy. Taking shape under Canadian supervision at the Indian Government's atomic energy establishment, it is expected to be in use by mid-1960.

FRANK HARRIS, *Trade Commissioner, Bombay.*

ONE of the chief projects in which Canada and India re co-operating under the Colombo Plan is the erection of the Canada-India Atomic Reactor. This eactor, known commonly as C.I.R., is being built t the Government of India's atomic energy establishment at Trombay, a few miles north of teeming Bombay on the shores of the Arabian Sea.

The design of the 'pile' or the reactor proper is based n Atomic Energy of Canada Ltd.'s NRX Reactor at Chalk River. The rest of the project, however—ncluding the buildings, enclosures, cooling system, air onditioning and auxiliaries—has been developed to suit the special requirements of the site and to permit the entire plant to be erected and maintained by the type of skilled labour available in India.



ne Canadian Trade Commissioner in Bombay (left) talks th Canadian and Indian engineers about the design of the nada-India reactor, against the background of its steel shell.

The reactor will provide facilities for fundamental research in physical, chemical, biological and metallurgical problems related to atomic energy. It will produce radioactive isotopes for use in medical therapy, agriculture and industry, and for tracer-element studies in chemical, biological and medical research. Above all, the reactor is suited to making engineering studies and doing research on reactor materials which can only be tested under conditions of high neutron intensity. Its research and development facilities will make possible advanced engineering experiments concerned with the design of future power reactors.

Housing the Reactor

The Chalk River reactor is packaged inside a conventional building. C.I.R. will be housed in an hermetically sealed steel shell or rotunda, cylindrical in shape and with a hemispherical dome 135 feet high and 125 feet in diameter. Construction of the shell was completed recently when the last plate was welded into position. All the steel used in it, approximately 1,400 tons, was imported from Canada. It took 20 months to build.

The rotunda stands on a reinforced concrete substructure consisting of a basement and a sub-basement. Around the base of the rotunda there is a ring-shaped single-story building that will contain all the auxiliaries and services not actually required in the rotunda building for reactor operation. Excavation for the rotunda started in January 1956 and for the ringlike building in November 1956. During the major phase of excavation of the rotunda and the pouring of the concrete for the sub-basement foundation slab, more than 1,200 men and women were working round the clock, 400 per shift. Most of this work was done by

hand. To date some 15,000 cubic yards of rock and earth have been excavated and approximately 10,000 cubic yards of concrete poured. Some 980 tons of locally supplied reinforcing steel were used to reinforce the concrete.

Sharing the Costs

The project will cost altogether about seven and a half crores of rupees, or about $15 million, equally divided between Canada and India. Canada, in addition to meeting these dollar costs, has also provided commodities to the value of $2 million. Rupee proceeds from the sale of these commodities (counterpart funds) are to be applied to India's local costs. The general principle is that Canada pays for the design of the project and for imported equipment; India pays for the internal cost of construction. Canada is providing the steel for the rotunda shell; the reactor pile components; all electronic control equipment; pumps, motors, heat exchangers, piping, air-conditioning systems, and all electrical equipment required for lighting and power within the rotunda and in the other building.

Indian contractors and Indian labour are carrying out the major part of the construction work at the site and Canada provides engineering inspection and supervision of construction. The project was originally scheduled for completion this year but unforeseen technical difficulties have postponed the completion date until May 1960.

Indonesia Imports Chemicals

Indonesia relies on foreign suppliers to meet expanding demand for chemicals and chemical products for agriculture and industry. Competition is keen, with European exporters in lead, but Canadians could share in business.

J. E. LANCASTER, *Commercial Secretary, Djakarta.*

INDONESIA buys a wide range of chemicals and allied products, although the market is conditioned by the fact that agriculture is the main activity and secondary industry remains in the early stages of development. Price rather than quality is the criterion and there is a noticeable reluctance to change from known brands to new ones. European influence has been strong in Indonesia and Europe is still the chief source of supply; Japan and India, however, are becoming important sources. Mainland China sells a substantial tonnage of alkalis and is a keen competitor in the market for sodium sulphide.

Indonesians want to carry out some of the chemical processing themselves and this tendency is growing; even so, most primary materials will still have to be imported. As the market expands, more domestic chemical industries will doubtless be established but for a long time to come Indonesia will have to rely on foreign suppliers to meet expanding demand.

There are two general types of agriculture practised in Indonesia—one on small holdings and the other on estates. Indonesians exclusively carry on small-scale farming, often at a subsistence level. The most important cash crop is rubber and the smallholders are increasing production in response to favourable world prices. Estate agriculture is chiefly in the hands of Europeans although there is a noticeable trend to ownership by Indonesian nationals of Chinese and Arabic descent. The estates are based on scientific production and produce primarily cash crops for export. Because of economic and political difficulties in Indonesia since World War II, estate production has not advanced and in some cases it has declined. Chief products from the estates include rubber, tobacco, sugar, palm oil, hard fibres, coffee, tea, cacao and cinchona.

Chemicals Needed for Agriculture

It is the agricultural estates which buy most of the fertilizers used and which import most of the 100 thousand tons of *sulphate of ammonia* brought in each year. The rich volcanic soils of Indonesia for centuries have supported the smallholder; he can obtain up to three crops of rice a year. Low purchasing power and lack of encouragement and knowledge have hindered his making more widespread use of fertilizers. Rice-growing areas make use of about 15,000 tons of imported *double superphosphate* a year. Purchases of

special fertilizers are only nominal. West European countries are the major suppliers.

Other chemicals used in agriculture include *formic acid* (2,500 tons a year are imported), *sodium bisulphate* (300 tons), *ammonia,* both liquor and anhydrous, and also *potassium alum,* used in the production of rubber. Although *sulphuric acid* is used in sugar production, it is estimated that only a small percentage of the 200 tons imported each year are employed for this purpose. For crop *pesticides* and *herbicides,* the annual import bill totals between two and three million dollars.

Industrial Consumption Varied

Indonesian industries buy a wide range of chemicals and products. For example, there is a substantial domestic production of soap from a large number of plants using local coconut oil and each year this industry buys 17,000 tons of *caustic soda,* 1,250 tons of *silicate of soda,* as well as *soda ash* and *colouring compounds.* The local glass industry is in the market for some 3,500 tons of soda ash as well as modest quantities of *borax, arsenites* and *sodium sulphate.* The ceramic industry, although small, brings in supplies of soda ash and *pigments.*

To make block-print textiles (Batik) and other products, the import bill runs at about $5 million a year. The chief dyestuff imported consists of *indigo white 50 per cent paste,* azoics, directs, vats, and soledons as well as acid. The rubber industry consumes up to $1 million worth of *carbon black, oxides* and other *rubber chemicals* and a large new tire factory under construction in Djakarta should expand the market for these products. Also imported are finishes and colours for leather and tanning, and *inorganic pigments* and other raw materials for the paint industry (annual output 18,000 tons), and pigment for the local ink industry. (Imports of black newsprint inks are banned.) These products come mainly from Europe. Indonesia bans imports of paints except *marine* and *nitro-cellulose types.* Consumption of chemical pigments for the paint and the ink industries is estimated at about $700 thousand a year.

Other industries, such as mining, need *explosives* and the water purification plants import up to 300 tons a year of *aluminum sulphate.* About 100 tons of *anhydrous ammonia,* used as a refrigerant, enter the country and the plastic industry consumes about 1,000 tons of moulding powders a year, including *polystyrene, urea formaldehyde* and *phenol formaldehyde;* some *PVC sheets* are also imported. Welding shops use up to 5,000 tons of *calcium carbide* and manufacturers of dry-cell batteries buy *ammonium chloride.*

Other industries import various types of chemicals for making or mixing insecticides, polishes and disinfectants, producing matches and enamelware, or for use in shipyards and machine shops. A new glass factory will increase the demand for soda ash and another dry-cell battery manufacturer will boost imports of *ammonium chloride;* prospects for selling these two products should brighten considerably.

To supply the pharmaceuticals trade, Indonesia imports *fine chemicals* and a large proportion of the *vitamin preparations; sulphonamides, anti-malaria drugs* and pharmaceuticals generally are imported in bulk and made into tablets locally. There is a sizable and growing market for pharmaceutical products that reaches an estimated $10 million to $15 million a year. Brand names are important here and leading European and United States drug houses are well known and represented.

Domestic Output Encouraged

Because of the increasing demand for chemicals and chemical products of many types, the Indonesian Government is taking steps to initiate domestic production wherever possible. There are plans for a caustic soda plant in Surabaya with a capacity of 600 tons a month; the same plant could supply bleaching powder, hydrochloric acid and eventually benzene hexachloride. Sulphur abounds on these volcanic islands but at present only one plant located near Surabaya turns out sulphuric acid. The oil refineries in Sumatra also produce some sulphur and sulphuric acid. Carbon dioxide and oxygen gases are compressed locally. In the planning stage is a projected plant to produce enough nitrogen fertilizers to meet the national demand; 1960 is the suggested target date for production. In spite of these developments, exporters of chemicals can be assured of a continuing market for any chemical lines and as the economy expands, prospects should improve.

IFC Invests in Pakistan

The International Finance Corporation, an affiliate of the World Bank, announced on July 6 that it will invest $630 thousand in the Steel Corporation of Pakistan Limited, a newly-organized company in Karachi. This is IFC's first commitment in Asia. The new Pakistan company has taken over a steel re-rolling mill with a rated yearly capacity of 15,000 long tons of reinforcing bars and structural shapes. Beside this plant, the company will build a multi-purpose strip and wire rod mill to produce baling hoops, merchant bars, wire rods and finished wire products. It will have a rated capacity of 12,000 long tons a year and is expected to start producing in May 1959. Hoops to be made in the new plant are essential in baling jute and cotton—Pakistan's most important foreign exchange earners.

Chile's Free Ports

At Arica in the north and Punta Arenas in the far south, the Chilean Government has set up free ports to help these regions economically. Canadians might find selling opportunities in these free zones, not available in other parts of Chile.

H. M. MADDICK, *Commercial Secretary, Santiago.*

Arica

THE Chilean free port of Arica is situated in the extreme north of the country, close to the Bolivian and Peruvian borders.

Because of the surrounding Atacama desert, the land produces nothing and the only source of income has been small fishing operations. As a result, the standard of living of the people in this region has for some years been low. The area has also been the subject of many disputes between Bolivia and Chile.

In 1953 the Chilean Government, realizing that some assistance was necessary, decided to establish a free port at Arica, in an endeavour to make the province economically self-sufficient.

Industrial Development Lagged

The original plan foresaw the establishment of industries there to take advantage of the duty-free import of parts and raw materials which would then be fabricated and sold to the rest of Chile. Unfortunately, this idea has not proved a success and instead of a great industrial area, Arica has become a city of small shopkeepers, importing ready-made clothing and luxury goods which are prohibited entry into the rest of Chile.

Industrially, the chief development has been the erection of several assembly plants, under the authority of the Ministry of Economy. These import knocked-down equipment and then market the assembled product as Chilean-made and therefore not subject to import restrictions.

As a port, Arica is not a particularly good one; there is no harbour and all goods must be unloaded into lighters in the bay. At the best of times, this is a precarious business because of the strong swells from the Pacific Ocean.

Requirements for Imports

Under existing regulations, all goods except motorcars may be freely imported into Arica for use or consumption in the area. Importers are not required to register, but foreigners are only allowed to trade if they possess a permanent residence permit.

Orders may be freely placed without the approval of the Exchange Commission and goods may be brought into the area without payment of duties or taxes and without exchange or deposit formalities. The prohibition of certain imports into Chile does not apply in Arica.

Imports may be paid for in sterling, U.S. dollars or Swiss francs and this exchange may be purchased in the brokers' or free market or may be the proceeds of exports from Arica. Operations in currencies of countries with which Chile has bilateral agreements are not permitted and shipment may be made against documentary letter of credit or sight or time drafts.

Any shipping documents should be submitted to a Chilean Consul for visa. This is given free of charge and without producing any form of permit, which is necessary for the rest of Chile. On arrival of the goods, customs authorities examine them in the normal way but purely for statistical purposes.

A Price Market

In 1957, $22 million worth of goods entered the free port of Arica. Of this, 43 per cent consisted of ready-made clothing and 28 per cent of luxury goods, such as watches, radios, fountain pens, costume jewellery and photographic equipment. Machinery and tools equalled only 3 per cent of total imports. The United States, Germany, Japan and the United Kingdom, in that order, were the main suppliers.

Although the population of Arica is only about 40,000, the port serves as a shopping center for large numbers of people from Bolivia and other parts of Chile, who make periodic trips there to buy imported goods unobtainable in their own areas.

By far the principal factor in selling to Arica is price. Importers are not necessarily concerned with quality and most of the goods offered for sale consist of seconds and rejects. Any Canadian company desiring to enter this market should bear this in mind.

At the moment, Chile is passing through a difficult period economically and there has been recent agitation to restrict the drain on limited foreign exchange through this port. It is possible, therefore, that the preferred position it now enjoys may be altered.

Any Canadian companies interested in making contacts in this free port should write to the Commercial Secretary in Santiago, who will supply names of prospective buyers.

Punta Arenas

MAGALLANES, Chiloé and Aysen are the three southernmost provinces of Chile and the main port of the area, Punta Arenas, with a population of 35,000, is the most southerly town in the world.

The free trade zone at Punta Arenas was established in 1957 in an endeavour to assist the development of the area, slowed up because of climate and topography.

The climate is inhospitable, with an annual rainfall of about 200 inches and heavy snows and continuous high winds during the winter. Communications are backward and there is only one railroad, of just over 50 miles, in the whole area. Roads are few and far between and the zone must depend on sea transport for its supplies. In recent years, air transport has eased the problem and the main towns are now served by regular Chilean flights.

The greater part of the population of 182 thousand derives its meagre income principally from agriculture and fishing. For years the principal industry in the area was raising sheep for wool and mutton. Latterly, with the discovery of oil in Magallanes, production of this vital fuel has been steadily increasing. Coal is also being mined in this province. Chiloé still depends on agriculture and fishing and Aysen is beginning to develop its timber and agricultural resources.

The regulations governing imports into the Punta Arenas free trade zone differ from those of Arica; imports into this area must not exceed the value of the zone's exports during the previous year and luxury goods must not exceed 10 per cent of total imports. In addition, luxury goods imported into Chiloé and Aysen (but not Magallanes) must pay customs duties.

Characteristics of Market

Punta Arenas is not only the largest city in the area but also the chief port and therefore the main commercial center for the zone and its focal point. And, because the exports of the zone come mainly from Magallanes, this province has the largest share of the import quota.

The needs of this market fall roughly into three categories:

1. Luxury and non-essential goods, consisting principally of nylon and cotton textiles, novelties, costume jewellery, radios, spirits, toys and cars.

2. Supplies and equipment for industries in the zone, principally sheep farming, lumber, oil exploration, agriculture and fishing.

3. Other products in everyday use, such as specialty foodstuffs, sporting goods, domestic appliances, etc.

The import quotas for the three provinces for 1958 have been set as follows:

Magallanes	US$12,900,090
Chiloé	US$ 193,480
Aysen	US$ 1,438,880

Ten per cent of these amounts has been allocated for imports of luxury goods.

Competition Is Keen

The principal suppliers to the free zone in 1957 were West Germany, Japan and the United Kingdom. Canadians are at a slight disadvantage because of shipping problems. Importers in Punta Arenas hesitate to buy from Canada if similar equipment can be obtained in Europe because when goods come from Canada they must be transhipped at Valparaiso. Many importers complain that goods received at Punta Arenas after transhipment at Valparaiso invariably are in bad condition and losses from pilferage are severe. One Canadian company overcame this disadvantage by shipping via the United Kingdom. This method appears to have been a success.

Apart from this, sales depend on price and quality, plus energetic salesmanship. There is much to be gained from the occasional personal visit to the area to make direct contacts.

Import Procedure

To operate under the regulations governing the three provinces, importers must register with the International Exchange Commission. Others may import

without being registered but they must comply with the prior deposit requirements in force in the rest of Chile. To import luxury goods, importers must register as residents and property owners in the province concerned.

All imports must be registered with the International Exchange Commission for statistical purposes and at the end of each year importers of luxury goods are required to present an estimate of their needs for the coming twelve months. These imports are subject to prior authorization.

The prior registration of an intended import is recorded on a registration form and the importer forwards a copy to his supplier to enable the latter to obtain the necessary consular visa on the shipping documents. This regulation applies to all imports.

Payments are made by documentary credits or bills fo collection. Banks are not allowed to sell forwar exchange nor to grant credit to finance imports o luxury goods. Imports of luxury goods on consign ment or on deferred terms are subject to the genera rulings governing such imports in the rest of Chile The import quotas established for each province ma be exceeded but goods ordered on this basis are sub ject to the prior deposit requirements and othe regulations that apply in the rest of the country.

The free zone offers a limited and highly competitiv market, particularly for Canadian suppliers. An exporters interested should contact the Commercia Secretary in Santiago, who can give them the name of registered importers in the area.

Trade and Tariff Regulations

Jamaica

DOCUMENTATION REQUIREMENTS—Canadian exporters to Jamaica and other territories in the West Indies are urged to give careful attention to the preparation of the prescribed documents.

To eliminate unnecessary delays and expense in clearing goods, Canadian exporters are advised to ensure that the invoice with accompanying certificates of value and of origin are correctly and completely made out. Consignments of miscellaneous goods should be accompanied by packing lists, and by invoices designed to facilitate the verification of any given item of the shipment.

As tonnage tax is payable on most goods imported into Jamaica, it would facilitate the clearing of goods through customs if exporters would show the gross and net weights of packages on invoices.

Pakistan

IMPORT POLICY ANNOUNCED—No significant changes are noted in Pakistan's recently announced import policy for the second half of 1958. Austerity continues to be the keynote, reflecting the nation' foreign exchange problems.

The new July-December list contains 207 item compared with 206 in the previous six-month ship ping period. Sulphuric acid, now produced in ade quate quantities in Pakistan, has been deleted. Smal arms, importable only in alternate shipping periods have been added, as have marine engines. As usua the raw material and replacement requirements o existing industry receive priority. No liberalizatio of imports of consumer goods has been introduced.

Licences will be issued for import against pay ment in cash and under aid. They are valid for al countries except for some single country licence under bilateral or triangular aid and trade agree ments. The amount of foreign exchange to be allo cated for each commodity and to each importer wil be announced from time to time throughout th period. In respect to licences issued under th United States aid program, the Pakistani authoritie stress the necessity of complying with ICA regula

ions about which advice can be secured from the Department of Trade and Commerce, Ottawa—Karachi, June 27.

Singapore

IMPORT OF OUTBOARD MOTORS—The Ministry of Commerce and Industry, Singapore, has announced that, until further notice, licences will be issued freely for imports of outboard motors into Singapore from the dollar area.

United States

TARIFF CHANGES—On June 30 the United States tariff was reduced on over a thousand items, many of which are of interest to Canadian exporters. This reduction is the last of three stages which began on June 30, 1956, resulting from tariff negotiations under the General Agreement on Tariffs and Trade.

The United States conducted these negotiations under legislation which permitted maximum reductions in the United States tariff amounting to 15 per cent of the rates of duty in force on January 1, 1955. The legislation required that the reductions be implemented in three steps of approximately 5 per cent each.

The first reduction occurred on June 30, 1956, the second on June 30, 1957, and now the third, and last, on June 30, 1958.

A list of the principal concessions of interest to Canadian exporters showing the rates of duty under each of the three stages, was printed in "Foreign Trade" of June 9, 1956. Copies of this list are available from the International Trade Relations Branch upon request.

IMPORT TAX RE-IMPOSED ON COPPER AND PRODUCTS—The Internal Revenue Code of the United States imposes an import tax on copper, and articles containing copper, imported into the United States. However, this tax has been suspended continuously by Congressional action since 1951. The last suspension, in accordance with Public Law 91 of the 84th Congress, expired at midnight on June 30, 1958.

Consequently, when the price of electrolytic copper in standard shapes and sizes delivered Connecticut Valley is 24 cents a pound or higher, an import tax of $1\frac{7}{10}$ cents per pound on the copper content contained therein will be collected on brass, phosphor copper, bell metal, nickel silver, copper acetate, copper sulphate, copper ores and concentrate, copper ingots, bars, pigs, plates, scrap and wire imported into the United States. All other copper articles in which copper is the component material of chief value will be taxed at 1.275 cents per pound of the article; all other dutiable articles not provided for heretofore, if containing 4 per cent or more of copper by weight, are taxable at $1\frac{1}{4}$ per cent ad valorem or 0.32 cents per pound of the article, whichever is lower.

If the price of electrolytic copper should fall below 24 cents per pound delivered Connecticut Valley, the tax on the first group of products becomes 2 cents per pound on the copper content, on the second group of products $1\frac{1}{2}$ cents per pound of the article, and on the third group of products $1\frac{1}{2}$ per cent ad valorem or $\frac{3}{8}$ cents per pound of the article, whichever is lower.

IMPORT RESTRICTIONS ON CANADIAN OIL UNCHANGED—On July 1 the President approved the recommendations contained in the June 30 report of the Special (Cabinet) Committee to Investigate Crude Oil Imports.

Although the Committee found that over-all imports into District V, i.e., that area of the United States west of the Rocky Mountains, have been substantially less than the limit set by the Committee on December 12, 1957, they advised the President that to lower this limit might create market conditions which would make it impossible to meet the demand for gasoline and other light products.

As a result of the President's decision, the over-all import limitation into District V remains at 221,100 barrels per day for an indefinite period.

PUBLIC LAWS ENACTED—P.L. 85-453 of June 11, 1958, continues until the close of June 30, 1959, the suspension of duties on certain metal scrap. The suspension applies to all metal scrap except copper or copper alloy scrap, lead or lead alloy scrap, antimonial lead scrap, scrap battery lead or plates, zinc or zinc alloy scrap, tungsten or tungsten alloy scrap, tungsten carbide scrap, and articles of tungsten, tungsten carbide, or tungsten alloy imported for remanufacture by melting. The word "scrap" is further defined to make it clear that it does not include such non-ferrous materials and articles in pig, ingot, or billet form which have passed through a smelting process and which can be commercially used without remanufacture.

P.L. 85-454 of June 11, 1958, further defines the footwear classified under tariff paragraph 1530(e) to include footwear having the greater area of the uppers composed of fabric, as well as footwear with uppers composed wholly or in chief value of fabric. This law is to enter into force on a date to be specified by the President not later than September 1, 1958.

P.L. 85-458 provides for the duty-free entry, under certain conditions, of sound recordings, films, slides and transparencies.

U.K. Token Import Scheme

Unused Quotas Opened to All Exporters

THE United Kingdom Board of Trade allows quotas unused at midyear by participants in the U.K. Token Import Scheme to be made available to other exporters during the remainder of the year. In the following table the dollar value of quota balances unvouchered at June 30, 1958, is shown beside the commodity group to which it applies.

Balance Available $	Commodity
29,044.00	Canned lobster
38,202.00	Glacé cherries, bottled fruits processed for serving with ice cream; jelly powders; pectin (domestic pack); sugar confectionery of all kinds, not including cocoa preparations; marshmallow (cooking ingredient)
8,058.00	Canned vegetables (other than tomatoes and tomato puree but including tomato juice); canned soups; canned macaroni and spaghetti; canned pork and beans
3,632.00	Pickles, mustard, olives preserved in salt or brine, onion and garlic salt
747.00	Woven wire cloth, gauze, fabric or meshing
79,460.00	Nails, tacks and staples of all kinds (including hobnails, boot and shoe studs and spikes), rivets of iron and steel, precision screws and other precision turned parts of metal, bolts and nuts of all kinds other than precision bolts and nuts
4,950.00	Metal furniture (other than domestic furniture)
8,791.00	Aluminum cooking utensils, aluminum kitchen utensils, beer barrels made of aluminum and aluminum alloys
53,931.00	Ice cream cabinets
7,340.90	Mechanical valves
3,582.00	Automatic stokers.
4,556.00	Sun goggles and sun glasses, spectacle frames other than gold or gold-filled
11,091.00	Pocket watches (except watches in cases made of gold or other precious metals)
340.00	Safety razors
4,346.00	Electric light fixtures
37,500.00	Paper machine wires, papermakers' felt
339.00	Vacuum cleaners and parts
10,970.00	Rubber belting other than conveyor belting
230,440.86	Electrically operated domestic washing machines, including domestic electric dishwashing machines. (An ironer or drier also may be shipped with each washing machine under this commodity group. Not more than one-third of the quota available for this group may be used for shipment of ironers or driers independently of washing machines.)
11,874.00	Wooden picture and mirror frames, domestic woodware, wooden spring blinds or shade rollers, filing boxes or filing trays of wood or cardboard, wooden mouldings for picture and mirror frames
1,968.00	Woven cotton piece goods of all kinds, furnishing fabrics of cotton and cotton-rayon mixtures; bed ticking; the following made-up cotton goods: quilts, counterpanes, and other bed coverings of cotton and cotton-rayon mixtures; embroideries and embroidered articles (other than apparel) of descriptions currently manufactured in the United Kingdom for the home market, of which the base fabric is wholly or mainly of cotton; finished cotton sewing thread; cotton ribbons and tapes; trimming of cotton and cotton-rayon mixtures

Balance Available $	Commodity
6,319.00	Artificial silk woven fabrics more/less than 12 inches wide
17,746.00	Men's felt hats lined or unlined; women's hats
45,295.00	Men's and boys' clothing; men's shirts, underwear of all materials; children's outergarments of all materials; men's outergarments of artificial silk; women's, girls' and infants' clothing of artificial silk; women's dresses other than of silk and artificial silk
52,834.00	Proofed clothing of all kinds (including baby pants and crib sheets)
177,811.00	Leather gloves including industrial gloves
141,564.00	Women's fully-fashioned stockings of silk, artificial silk and silk-artificial silk mixtures; women's and children's stockings other than silk, artificial silk and rayon; men's socks
785,449.67	Waterproof footwear of all types (including leather footwear with rubber soles)
60,282.00	Leather footwear
9,059.00	Rubber heels and soles
113,046.84	Medicinal preparations packed ready for retail sale under proprietary or trade names; shampoos, non-liquid, in containers holding not more than one ounce; toilet preparations not including perfumery
11,196.00	Carbon paper; typewriter ribbons
5,338.00	Adhesive labels; indexing or filing cards; snapshot mounting corners; greeting cards
8,525.00	Yellow varnished paper
22,777.00	Dress patterns
3,122.00	Wallpaper
33,168.00	Rubber bathing caps, household rubber gloves, surgeons' gloves, rubber hot water bottles, rubber garden hose
14,190.38	Sporting cartridges, primed, empty; loaded sporting cartridges and loaded shotgun shells; powder for sporting cartridges, fuses and detonators; sporting guns, sporting rifles and spare parts thereof; ice skates, roller skates, ice hockey equipment and other sports equipment (e.g. tennis, badminton, golf, squash, etc.); athletes' supporters
357.00	Fountain pens and parts, propelling pencils and parts
5,197.33	Brushes
7,478.00	Buttons of all kinds other than vegetable ivory and dum buttons
21,494.00	Toys, dolls and parts of all kinds except those made of hemp
2,034.00	Beehives and frames, bee veils, bee-smokers and other beekeepers' accessories
4,050.00	Varnished cambric insulating material
16,650.00	Imitation jewellery

Exporters unfamiliar with the United Kingdom Token Import Scheme who would like information about the use of these balances should get in touch immediately with the U.K. Token Import Scheme Section, Department of Trade and Commerce, Ottawa.

The United Kingdom Board of Trade requires a voucher from this department to accompany a commercial application for a licence to import into the United Kingdom under the Token Import Scheme. These vouchers are not transferable between firms or commodity groups. They can be used to obtain an import licence only for the articles described and shipment must clear U.K. Customs before March 31, 1959.

Inquiries will be dealt with on a first-come, first-served basis after July 28. If requests received to begin with exceed the value of balances available, priority will be given to applications accompanied by evidence of an existing order for the goods. Otherwise the quota will be divided pro-rata among those able to use part balances.

If after July 28 no competing demands for use of a balance have been received, exporters may, on inquiry, have the use of a credit reserved for them while they explore the possibilities of business. Evidence of orders will be required before vouchers are issued.

Index to *Foreign Trade*

The index to Volume 108 (July-December 1957) of "Foreign Trade" is now ready. If you would like a copy, write to the Editor, "Foreign Trade", Department of Trade and Commerce, Ottawa.

General Notes

Australia

TRADE DRIVE—The Minister for Trade has announced that the Federal Government will contribute A£396 thousand to the Australian trade-promotion campaign in the United Kingdom. Since it started three years ago, the campaign has been successful in getting the support of British importers, wholesalers and retailers in the drive to expand sales of Australian products. There have been some 18,000 retail store displays, 30 fairs, and sales drives in over 500 factories. It is expected that almost A£1 million will be spent on Australian trade promotion in the United Kingdom in 1958-59—Sydney.

Brazil

ASBESTOS FACTORY—It is reported that Johns-Manville International Co., one of the world's largest asbestos manufacturers, is interested in expanding its activities in Brazil. Talks are under way with the Civilit group for the construction of an asbestos factory in this country—São Paulo.

Mainland China

AGRICULTURAL MECHANIZATION RESEARCH—A research institute has been organized in the northern province of Heilungkiang to study all aspects of mechanized farming. This province has a larger mechanized area than any in China, with about 7,000 tractors in operation and 22,000 animal-drawn farm implements of recent design.

The institute will provide data on the character of the arable land and the climate of the region, and will design machinery to test farming operations. China is apparently not interested in a rapid change-over to mechanized agricultural production, but some progress is being made, particularly in northern areas—Hong Kong.

Portugal

OIL PROSPECTING—A three-year concession to prospect for oil on the frontier between Portuguese Guinea and Senegal has been granted to Esso Exploration Guiné, Incorporated. According to the terms of the agreement, the program calls for an expenditure of slightly over $1 million in the firs year, $1.2 million in the second year, and nearly $ million during the final year. A further two-yea extension will be granted to the company at it request, if the Portuguese authorities are satisfie that the terms of the first three-year period hav been carried out satisfactorily—Lisbon.

Trinidad

NEW FEED MILLS—A United States firm has estab lished a subsidiary in Trinidad to make poultry, ho and cattle feeds. The company will take over th plant formerly operated by the Trinidad Governmen Marketing Board, and it plans to install nev machinery. Another feed-producing firm has bee granted pioneer status and machinery has bee ordered for a new plant; when completed, it will b the third feed mill in Trinidad—Port of Spain.

United States

PULP AND PAPER MILL—Operations are unde way at the new $12 million mill at Pine Bluf Arkansas, owned by Dierks Forests, Inc. An inte grated kraft pulp and unbleached paper and line board operation, the new mill can produce 150 ton a day on its Black-Clawson Fourdrinier pape machine. This paper mill will draw its supplie from one of the largest privately-held timber tract in the South, the Dierks timber lands of more tha 1.5 million acres—New Orleans.

NICKEL COBALT PLANT—Freeport Sulphur Com pany has completed a $100 million financial arrange ment for the new nickel cobalt mining and refinin operation of its subsidiary, the Cuban America Nickel Company. Total cost of the new facilitie will be about $119 million. Cuban American ha a new nickel cobalt refining plant under constructio at Braithwaite on the Mississippi River below Ne Orleans. The new plant, which is scheduled to begi operations in mid-1959, will have a capacity of abou 50 million pounds of nickel and 4.4 million pound of cobalt a year—New Orleans.

foreign trade service abroad

* No Foreign Trade Officer at this post. Bentley's Second Phrase Code is used by Canadian Trade Commissioners

Territory	Officer	City Address	Mail and Cables, Office Telephone
Argentina	C. S. Bissett Commercial Counsellor G. E. Blackstock Assistant Commercial Secretary	Canadian Embassy Bartolome Mitre 478 BUENOS AIRES	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 33-8237
Australia (Capital Territory, New South Wales, Queensland, Northern Territory) Dependencies	J. C. Britton Commercial Counsellor for Canada	7th Floor, Berger House 82 Elizabeth Street SYDNEY	*Mail:* *P.O.* Box 3952 G P.O. *Cable:* CANADIAN *Tel.:* BW 5696
Australia (Victoria, South Australia, Western Australia, Tasmania)	T. G. Major (absent) Commercial Counsellor for Canada H. S. Hay Acting Commercial Secretary	83 William Street MELBOURNE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* MU 4716
Austria Czechoslovakia, Hungary	R. K. Thomson Commercial Secretary for Canada	Opernringhof Opernring 1 VIENNA I	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 57-25-97
Belgian Congo Angola, French Equatorial Africa	K. Nyenhuis Canadian Government Trade Commissioner	Forescom Building LEOPOLDVILLE 1	*Mail:* Boîte Postale 8341 *Cable:* CANADIAN *Tel.:* 2706
Belgium Luxembourg	L. H. Ausman Commercial Counsellor K. G. Ramsay Commercial Secretary J. R. Roy Assistant Commercial Secretary	Canadian Embassy 35 rue de la Science BRUSSELS	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 13.38.50
Brazil	V. L. Chapin Commercial Counsellor C. M. Kerr Assistant Commercial Secretary	Canadian Embassy Edificio Metropole Av. Presidente Wilson 165 RIO DE JANEIRO	*Mail:* Caixa Postal 2164 *Cable:* CANADIAN *Tel.:* 42-4140
Brazil	C. E. Butterworth Consul and Trade Commissioner R. C. Anderson Vice Consul and Assistant Trade Commissioner	Canadian Consulate Edificio Alois Rua 7 de Abril 252 SAO PAULO	*Mail:* Caixa Postal 6034 *Cable:* CANADIAN *Tel.:* 36-6301
Ceylon	W. R. Van Commercial Secretary	Office of the High Commissioner for Canada 6 Gregory's Road Cinnamon Gardens COLOMBO	*Mail:* P.O. Box 1006 *Cable:* CANADIAN *Tel.:* 91341
Chile	H. M. Maddick Commercial Secretary	Canadian Embassy 6th Floor Av. General Bulnes, 129 SANTIAGO	*Mail:* Casilla 771 *Cable:* CANADIAN *Tel.:* 64189
Colombia Ecuador	P. A. Savard Commercial Secretary and Consul N. L. Currie Assistant Commercial Secretary	Canadian Embassy Edificio Banco de Los Andes Carrera 10, No. 16-92 BOGOTA	*Airmail:* Apartado Aereo 3562 *Surface Mail:* Apartado 1618 *Cable:* CANADIAN *Tel.:* 30-065
Cuba	G. A. Browne Commercial Secretary	Canadian Embassy Edificio Ambar Motors Avenida Menocal 16 HAVANA	*Mail:* Apartado 1945 *Cable:* CANADIAN *Tel.:* UO-9457
Denmark Greenland, Poland	C. F. Wilson Commercial Counsellor	Canadian Embassy 4 Trondhjems Plads COPENHAGEN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Tria 1602
Dominican Republic Puerto Rico	W. B. McCullough Commercial Counsellor	Canadian Embassy Edificio Copello 408 Calle El Conde CIUDAD TRUJILLO	*Mail:* Apartado 451 *Cable:* CANADIAN *Tel.:* 8138

Territory	Officer	City Address	Mail and Cables, Office Telephone
Dominican Republic—*con.*	J. J. B. Mountain Assistant Commercial Secretary (Fisheries)		
France Algeria, French West Africa, Morocco, Tangier, Tunisia	R. Campbell Smith Commercial Counsellor J. H. Bailey Commercial Secretary	Canadian Embassy, 35 Avenue Montaigne, PARIS 8e	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* BALzac 99-55
Germany Federal Republic	J. A. Stiles Commercial Counsellor S. G. Barkley Commercial Secretary G. F. Mintenko Assistant Commercial Secretary	Canadian Embassy 22 Zitelmannstrasse BONN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Bonn 21971
Germany	E. H. Maguire (absent) Consul J. M. T. Thomas Acting Consul	Canadian Consulate 69 Ferdinandstrasse HAMBURG	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 326149
Ghana Gambia, Nigeria, Sierra Leone	M.B Bursey Commercial Counsellor	Office of the High Commissioner for Canada E 115/3 Independence Ave. ACCRA	*Mail:* P.O. Box 1639 *Cable:* CANADIAN *Tel.:* 4824
Greece Israel, Turkey	A. B. Brodie Commercial Secretary L. D. R. Dyke Assistant Commercial Secretary	Canadian Embassy 31 Vassilissis Sophias Ave. ATHENS	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 74044
Guatemala Costa Rica, El Salvador, Honduras, Nicaragua, Panama and Canal Zone	Wm. Van Vliet Canadian Government Trade Commissioner R. M. Dawson Assistant Trade Commissioner	5 Avenida 10-68, Zone I GUATEMALA CITY, C.A.	*Airmail:* P.O. Box 400 *Surface Mail:* P.O. Box 444 *Cable:* CANADIAN *Tel.:* 5590
***Haiti**	Chargé d'Affaires, a.i. and Consul	Canadian Embassy Route du Canape Vert St. Louis de Turgeau PORT AU PRINCE	*Mail:* P.O. Box 826
Hong Kong Cambodia, China, Laos, Vietnam, Macao Taiwan	C. M. Forsyth-Smith Canadian Government Trade Commissioner W. M. Miner Assistant Trade Commissioner T.M. Pope Assistant Trade Commissioner (attached for temporary duty)	Hong Kong and Shanghai Banking Corporation Bldg. HONG KONG	*Mail:* P.O. Box 126 *Cable:* CANADIAN *Tel.:* 28336
India	B. A. Macdonald Commercial Counsellor J. H. Nelson Assistant Commercial Secretary	Office of the High Commissioner for Canada 4 Aurangzeb Road NEW DELHI	*Mail:* P.O. Box 11 *Cable:* CANADIAN *Tel.:* 40191
India Calcutta, Madras, Goa	Canadian Government Trade Commissioner W. J. Collett Acting Trade Commissioner	Gresham Assurance House Mint Road BOMBAY	*Mail:* P.O. Box 886 *Cable:* CANADIAN *Tel.:* 255154
Indonesia	M. B. Blackwood Commercial Secretary	Canadian Embassy Djl. Budi Kemuliaan No. 6 DJAKARTA	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Gambir 1313
Ireland	H. A. Gilbert Commercial Counsellor for Canada	66 Upper O'Connell St. DUBLIN	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 44251

Territory	Officer	City Address	Mail and Cables, Office Telephone
Italy Libya, Malta, Yugoslavia	S. G. MacDonald Commercial Counsellor K. F. Osmond Commercial Secretary J. G. Ireland Assistant Commercial Secretary	Canadian Embassy Via G. B. De Rossi 27 ROME	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 861-951
Japan South Korea	J. L. Mutter, (absent) Commercial Counsellor W. G. Pybus Commercial Secretary R. G. Woolham Assistant Commercial Secretary	Canadian Embassy TOKYO	*Mail:* Canadian Embassy *Cable:* CANADIAN *Tel.:* 48-4116
Lebanon Iraq, Jordan, Persian Gulf area, Syrian Region of United Arab Republic	C. O. R. Rousseau Commercial Secretary	Canadian Legation Alpha Building Rue Clemenceau BEIRUT	*Mail:* Boîte Postale 2300 *Cable:* CANADIAN *Tel.:* 30794
Mexico	C. J. Van Tighem Commercial Counsellor D. B. Laughton Commercial Secretary A. A. Lomas Assistant Commercial Secretary	Canadian Embassy Melchor Ocampo 463, 7th Floor MEXICO 5, D. F.	*Mail:* Apartado 25364 *Cable:* CANADIAN *Tel.:* 25-15-60
Netherlands	B. C. Butler Commercial Counsellor W. R. Hickman Commercial Secretary B. Horth Assistant Commercial Secretary	Canadian Embassy Sophialaan 5-7 THE HAGUE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 61-41-11
New Zealand Fiji, French Oceania, Western Samoa	J. MacNaught Acting Commercial Secretary	Office of the High Commissioner for Canada Government Life Insurance Bldg. WELLINGTON	*Mail:* P.O. Box 1660 *Cable:* CANADIAN *Tel.:* 70-644
Norway Iceland	J. C. Depocas Commercial Counsellor	Canadian Embassy Fridtjof Nansens Plass 5 OSLO	*Mail:* P.O. Box 1379—Vika *Cable:* CANADIAN *Tel.:* 33-30-80
Pakistan Afghanistan, Iran	H. J. Horne Commercial Secretary J. D. Blackwood Assistant Commercial Secretary	Office of the High Commissioner for Canada Hotel Metropole, Victoria Rd. KARACHI	*Mail:* P.O. Box 3703 *Cable:* CANADIAN *Tel.:* 50322
Peru Bolivia	D. H. Cheney Commercial Secretary L. D. Burke Assistant Commercial Secretary	Canadian Embassy Edificio Boza, Carabaya 831 Plaza San Martin, LIMA	*Mail:* Casilla 1212 *Cable:* CANADIAN *Tel.:* 72760
Philippines	H. L. E. Priestman Consul General and Trade Commissioner R. H. Gayner, Vice Consul and Assistant Trade Commissioner	Canadian Consulate General Ayala Building Juan Luna Street MANILA	*Mail:* P.O. Box 1825 *Cable:* CANADIAN *Tel.:* 3-33-35
Portugal Azores, Cape Verde Islands, Madeira, Portuguese Guinea	Richard Grew Commercial Counsellor	Canadian Embassy Rua Marques de Fronteira No. 8—4° D° LISBON	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 53117
Rhodesia and Nyasaland Kenya, Seychelles Is., Tanganyika, Uganda, Zanzibar	L. S. Glass Canadian Government Trade Commissioner	Offices 110-113 Central Africa House Corner First St./Gordon Ave. SALISBURY	*Mail:* P.O. Box 2133 *Cable:* CANTRACOM *Tel.:* 26571

Territory	Officer	City Address	Mail and Cables, Office Telephone
Singapore Brunei, Burma, Federation of Malaya, North Borneo, Sarawak, Thailand	M. P. Carson (absent) Canadian Government Trade Commissioner W. G. Huxtable Acting Trade Commissioner B. C. Steers Assistant Trade Commissioner	Rooms 4, 5 and 6 American International Building Robinson Road and Telegraph St. SINGAPORE	*Mail:* P.O. Box 845 *Cable:* CANADIAN *Tel.:* 30631-2
South Africa (Natal, Transvaal, Orange Free State), Madagascar, Mauritius, Mozambique, Reunion	Canadian Government Trade Commissioner I. V. Macdonald Acting Trade Commissioner	Mutual Building Harrison Street JOHANNESBURG	*Mail:* P.O. Box 715 *Cable:* CANTRACOM *Tel.:* 33-2628
South Africa (Cape Province), St. Helena, Southwest Africa	M. R. M. Dale Canadian Government Trade Commissioner	602 Norwich House The Foreshore CAPE TOWN	*Mail:* P.O. Box 683 *Cable:* CANTRACOM *Tel.:* 2-5134/5
Spain Balearic Islands, Canary Islands, Gibraltar, Rio Muni, Rio de Oro	M. T. Stewart Commercial Counsellor	Canadian Embassy Edificio España Avenida de Jose Antonio 88, MADRID	*Mail:* Apartado 117 *Cable:* CANADIAN *Tel.:* 47-54-00
Sweden Finland	A. P. Bissonnet Commercial Secretary	Canadian Embassy Strandvagen, 7-C STOCKHOLM	*Mail:* P.O. Box 14042 *Cable:* CANADIAN *Tel.:* 67-92-15
Switzerland	B. I. Rankin Commercial Counsellor N. W. Boyd Commercial Secretary	Canadian Embassy Kirchenfeldstrasse 88 BERNE	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* 4-63-81
United Arab Republic Egyptian Region Aden, Sudan, Cyprus, Ethiopia, Saudi Arabia, Yemen	D. S. Armstrong Commercial Secretary	Canadian Embassy 6 Sharia Rouston Pasha Garden City CAIRO	*Mail:* Kasr el Doubara Post Office *Cable:* CANADIAN *Tel.:* 23110
United Kingdom	Minister (Commercial) G. H. Rochester Commercial Counsellor (Timber) D. A. B. Marshall Agricultural Counsellor W. Gibson-Smith Commercial Secretary S. G. Tregaskes Commercial Secretary	Office of the High Commissioner for Canada Canada House Trafalgar Square LONDON, S.W.1	*Mail:* (City Address) *Cable:* SLEIGHING *Tel.:* Whitehall 8701 *Cable:* TIMCOM
United Kingdom (Midlands, North England)	A. W. Evans Canadian Government Trade Commissioner	Martins Bank Building Water Street LIVERPOOL	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* Central 0625
United Kingdom (Northern Ireland)	H. A. Gilbert Canadian Government Trade Commissioner	36 Victoria Square BELFAST	*Mail:* (City Address) *Tel.:* 21867
United States Delaware, Maryland, Virginia, West Virginia	Dr. W. C. Hopper Minister (Commercial) Wm. Jones Commercial Secretary W. A. Stewart Assistant Commercial Secretary G. P. Morin Assistant Commercial Secretary	Canadian Embassy 1746 Massachusetts Ave., N.W. WASHINGTON 6, D.C.	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* DEcatur 2-1011
United States (Connecticut, New Jersey, Pennsylvania, New York), Bermuda, Liberia	S. V. Allen Deputy Consul General (Commercial) Consul and Trade Commissioner H. E. Lemieux Consul and Trade Commissioner	Canadian Consulate General 680 Fifth Ave NEW YORK CITY 19	*Mail:* (City Address) *Cable:* CANTRACOM *Tel.:* JUdson 6-2400

Territory	Officer	City Address	Mail and Cables, Office Telephone
United States (Massachusetts, Maine, Rhode Island, Vermont, New Hampshire)	F. B. Clark Consul and Trade Commissioner	Canadian Consulate General 532 Little Building 80 Boylston Street BOSTON 16	*Mail:* (City Address) *Tel.:* HAncock 6-4320
United States (Illinois, North Dakota, South Dakota, Minnesota, Wisconsin, Indiana, Iowa, Kansas, Nebraska, Kentucky, Missouri)	R. F. Renwick Consul and Trade Commissioner G. F. J. Osbaldeston Vice Consul and Assistant Trade Commissioner	Canadian Consulate General 111 North Wabash Avenue CHICAGO	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* RAndolph 6-6033
United States (Michigan, Ohio)	M. J. Vechsler Consul and Trade Commissioner J. R. Midwinter Vice Consul and Assistant Trade Commissioner R. A. Bull Vice Consul and Assistant Trade Commissioner	Canadian Consulate 1139 Penobscot Building DETROIT 26	*Mail:* (City Address) *Tel.:* WOodward 5-2811
United States California (the ten southern counties), Clark County in Nevada, Arizona, New Mexico	T.M. Burns Consul and Trade Commissioner	Canadian Consulate General 510 West Sixth Street LOS ANGELES 14	*Mail:* (City Address) *Tel.:* VAndike 2233
United States (Louisiana, Texas, Oklahoma, Arkansas, Mississippi, Tennessee, Alabama, North Carolina, South Carolina, Georgia, Florida)	C. T. Charland Vice Consul and Acting Trade Commissioner	Canadian Consulate General 215-217 International Trade Mart NEW ORLEANS 12	*Mail:* (City Address) *Cable:* CANADIAN *Tel.:* JAckson 5-2136
*United States California, (except the ten southern counties), Wyoming, Nevada (except Clark County), Utah, Colorado, Hawaii	Consul General	Canadian Consulate General 3rd Floor, Kohl Building 400 Montgomery Street SAN FRANCISCO 4	*Mail:* (City Address) *Tel.:* SUtter 1-3039
*United States (Oregon, Idaho, Washington, Montana), Alaska	Consul General	Canadian Consulate General The Tower Building Seventh Avenue at Olive Way SEATTLE 1, Washington	*Mail:* (City Address) *Tel.:* MUtual 3515
Uruguay Paraguay Falkland Islands	C. B. Birkett Commercial Counsellor	Canadian Embassy No. 1409 Avenida Agraciada Piso 7° MONTEVIDEO	*Mail:* Casilla Postal 852 *Cable:* CANADIAN *Tel.:* 96096
Venezuela Netherlands Antilles	R. E. Gravel Commercial Counsellor W. G. Brett Assistant Commercial Secretary R. D. Sirrs Assistant Commercial Secretary	Canadian Embassy Edificio Pan American Avenida Urdaneta Puente Urapal, Candelaria CARACAS	*Mail:* Apartado 9277 *Cable:* CANADIAN *Tel.:* 54.34.32
West Indies (Barbados, Trinidad and Tobago, Windward and Leeward Islands) British Guiana, French Guiana, Surinam, Guadeloupe, Martinique	R. G. C. Smith Commissioner for Canada P. T. Eastham Assistant Commercial Secretary	Colonial Building 72 South Quay PORT-OF-SPAIN	*Mail:* P.O. Box 125 *Cable:* CANADIAN *Tel.:* 34787
West Indies (Jamaica) Bahamas, British Honduras	H. E. Campbell (absent) Canadian Government Trade Commissioner M. S. Strong Acting Trade Commissioner	Barclays Bank Building King Street KINGSTON	*Mail:* P.O. Box 225 *Cable:* CANADIAN *Tel.:* 2858

The following nominal quotations may prove useful in checking prices. Canadian traders should consult their banks before making any firm commitments.

Conversions into Canadian dollar equivalent and units of foreign currency per Canadian dollar have been made at cross rates with sterling or the United States dollar on the date shown.

Except when buying and selling rates are specified, the mid rates only are quoted. The buying rate is that at which banks purchase exchange from exporters. The selling rate is that at which banks sell exchange to importers.

When several rates are indicated, the rate applicable depends on the commodity traded. Information on the rate for any specific commodity may be obtained from the International Trade Relations Branch, Department of Trade and Commerce, Ottawa.

Rates used exclusively in non-merchandise trading are *not* included in the table.

For conversion to United States dollar equivalent multiply by 1.0406504.

foreign exchange rates

Country	Unit	Type of Exchange	Can. dollar equivalent July 7	Units per Canadian dollar	Notes (see below
Argentina	Peso	Official	.05339	18.73	
		Free	.02232	44.03	
Austria	Schilling		.03696	27.06	
Australia	Pound		2.1590	.4632	
Bahamas	Pound		2.6988	.3705	
Belgium, Belgian Empire and Luxembourg	Franc		.01927	51.89	
Bermuda	Pound		2.6988	.3705	
Bolivia	Boliviano	Free	.0001083	9233.61	
British Guiana	Dollar		.5622	1.78	
British Honduras	Dollar		.6747	1.48	
Brazil	Cruzeiro	General Category*	.006444	155.18	*June 11
		Special Category	.003024	330.74	
		Official buying	.0523	19.11	
Burma	Kyat		.2018	4.95	
Ceylon	Rupee		.2024	4.94	
Chile	Peso	Free	.001269	788.02	
Colombia	Peso	Certificate	.1441	6.94	
Costa Rica	Colon	Official	.1711	5.84	
		Controlled free	.1447	6.91	
Cuba	Peso		.9609	1.04069	tax
Czechoslovakia	Koruna		.1335	7.49	
Denmark	Krone		.1391	7.19	
Dominican Republic	Peso		.9609	1.04069	
Ecuador	Sucre	Official	.06407	15.61	
		Free	.05782	17.29	
Egyptian Region, United Arab Rep.	Pound	Official	2.7594	.3624	
		Export acct. selling	2.1825	.4582	
El Salvador	Colon		.3844	2.60	
Fiji	Pound		2.4313	.4113	
Finland	Markka		.003003	333.00	
France, Monaco and North Africa	Franc		.002294	435.92	
French colonies in Africa	Franc		.004588	217.96	
French Pacific	Franc		.01262	79.24	
Germany	D Mark		.2294	4.36	
Ghana	Pound		2.6988	.3705	
Greece	Drachma		.03203	31.22	
Guatemala	Quetzal		.9609	1.04069	
Haiti	Gourde		.1922	5.20	
Honduras	Lempira		.4805	2.08	
Hong Kong	Dollar	Free*	.1656	6.04	*June
		Official	.1687	5.93	
Iceland	Krona	Official	.05901	16.95	
India	Rupee		.2024	4.94	
Indonesia	Rupiah	Effective buying	.03163	31.61	*June 20
		Effective selling	.02539	39.39	
Iran	Rial	Certificate	.01268	78.83	

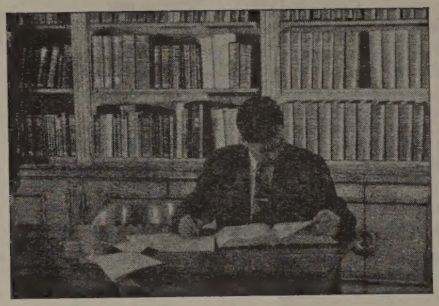
*Latest available quotation date.

Country	Unit	Type of Exchange	Can. dollar equivalent July 7	Units per Canadian dollar	Notes (see below)
Iraq	Dinar		2.6906	.3717	
Ireland	Pound		2.6988	.3705	
Israel	Pound		.5339	1.87	
Italy	Lira		.001543	648.09	
Japan	Yen		.002669	374.67	
Lebanon	Pound	Free	.3029	3.30	
Mexico	Peso		.07688	13.0072	
Netherlands	Florin		.2540	3.94	
Netherlands Antilles	Florin		.5118	1.95	
New Zealand	Pound		2.6988	.3705	
Nicaragua	Cordoba	Effective buying	.1456	6.87	
		Official selling	.1362	7.34	
Norway	Krone		.1345	7.43	
Pakistan	Rupee		.2024	4.94	
Panama	Balboa		.9609	1.04069	
Paraguay	Guarani	Official	.008780	113.89	
Peru	Sol	Certificate	.04165	24.00	
Philippines	Peso		.4805	2.08	
Portugal & Colonies	Escudo		.03354	29.81	(8)
Singapore and Malaya	Straits dollar		.3149	3.18	
Spain and Dependencies	Peseta	Controlled free	.02288	43.71	(7)
Sweden	Krona		.1858	5.38	
Switzerland	Franc		.2243	4.46	
Syrian Region, United Arab Rep.	Pound	Free	.2680	3.73	
Thailand	Baht	Free	.04618	21.65	(7)
Turkey	Lira		.3432	2.91	
Union of South Africa	Pound		2.6988	.3705	
United Kingdom	Pound		2.69875	.3705419	
United States	Dollar		.9609375	1.0406504	
Uruguay	Peso	Free	.1396	7.16	
		Basic buying	.6329	1.58	(7)
		Principal selling	.4566	2.19	
Venezuela	Bolivar		.2868	3.49	
West Indies Fed.	Dollar		.5622	1.78	(9)
	Pound		2.6988	.3705	(10)
Yugoslavia	Dinar		.003203	312.21	(7)

*Latest available quotation date.

notes

1. Argentina: additional rates result from exchange retentions on export proceeds and surcharges on imports.
2. Brazil: exporters receive cruzeiros at official rate plus exchange premiums ranging from 18.70 to 48.64 cruzeiros per U.S. dollar, depending on product.
3. Chile: free rate applies to exports and to imports, except prohibited imports. Chilean importers must deposit local currency in amounts ranging from 5 to 200 per cent, depending on product, prior to shipment of goods.
4. France: territory includes Algeria, Tunisia, Morocco, Guiana, Guadeloupe, Martinique.
5. Equatorial Africa, West Africa, Cameroons, Togoland, Somaliland, Madagascar, Reunion, St. Pierre and Miquelon.
6. New Caledonia, New Hebrides, Oceania.
7. Additional rates are in effect.
8. Portugal: approximately same rate for Portuguese territories in Africa.
9. Barbados, Trinidad, Tobago, Leeward and Windward Islands.
10. Jamaica.



Businessman's Bookshelf

The Conduct of Meetings

By G. H. Stanford. 84 pages. $2.50.

THE unskilled chairman, the secretary uncertain of his duties, the businessman becoming involved in committee work—each will find this slim little book invaluable. The author, long-time secretary of the Toronto Board of Trade, does not deal with the formalities or the minutiae of parliamentary procedure. Instead, he takes the reader, stage by stage, through a meeting of the usual type and clearly explains the procedure. He then deals with a number of related matters. The chapter on the duties and the attitude of the chairman and the situations he must handle reflects Mr. Stanford's wide experience and good-humoured study of man-in-committee.

In Part I, the author tells the reader how to carry on a meeting; in Part II he gives concrete examples of the points covered. There are few wasted words—and plenty of horse sense.

Published by: Oxford University Press, Toronto.

British Guiana 1956

Colonial Office Report. 223 pages. $1.70 postpaid.

CANADA'S trade interests in British Guiana are substantial: we have become a market for 36 per cent of the colony's exports and in 1956 supplied 8.6 per cent of its imports (BWI $8.6 million in 1956, out of total imports worth $100 million). In addition, there is heavy Canadian investment in the bauxite industry, Canadian firms operate two shipping lines, the country's biggest bank, and two of its larger insurance companies. This Colonial Office report thus supplies information about an area already important to Canada, and one in which enterprising businessmen may wish to extend their interests.

Progress in British Guiana, following the program of industrial expansion initiated in 1955 with U.K. grants, continues to be slow. Prospects are good, however, because of the colony's natural wealth and the reader will be interested in the Government's efforts to make best use of this wealth.

Manufacturers of capital and consumer goods will be interested in the sections on communications, public utilities, information services, taxation an tariffs. The chapter on communications describe shipping lines, harbour and rail facilities, highway and airfields; information about newspapers, period cals and the broadcasting service may be useful exporters interested in advertising media.

Order from: The United Kingdom Informatio Office, 119 Adelaide Street West, Toronto, Ontari

British Columbia: A Centennial Anthology

R. E. Watters, Editor-in-Chief. 576 pages. $5.0

PERHAPS the most interesting reading in this wel printed and handsomely-bound book is found in th first section, "Days of Our Years". These excerp from newspaper accounts and private writings giv a fascinating picture of the province's early da (from 1786) and later years. The picture is tw sided: we see the people and the events which ha contributed to the province's history and growth.

Four other sections of descriptive and fiction writing, poetry and photographs complete the boo The titles of the first two, "The Sea Our Doorway and "Mountains Enfold Us" are self-explanatory. T purpose of the last two groupings is explained the editor's foreword: "Within 'The Glow of O Lamps' . . . British Columbians are shown drea ing and striving, hating and loving, growing and growing old . . . in 'Corridors of Our Spir are seen individuals or groups who exemplify so characteristic responses to the challenge or oppo tunity of their experience or environment."

The photographs are beautiful but the layo in some cases is perhaps a little too clever. T treatment of the series on people is all too familiar; smacks of *Life* magazine.

This reviewer was not impressed by the ve eulogy written for the book by Lister Sinclair. seemed contrived, but he did manage to menti everything—from sea to wildflowers, from fishi boats to oil wells.

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